THE LITERARY DIGEST

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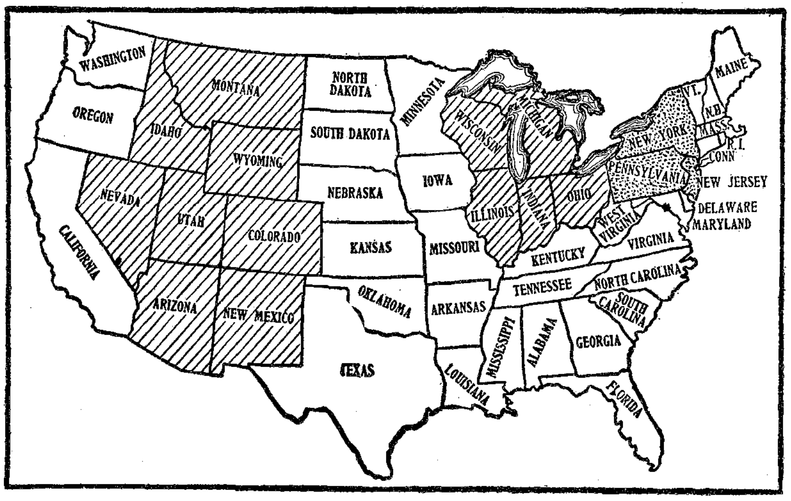
TOPICS - OF - THE - DAY

ARE GOOD OR BAD TIMES AHEAD?

THE CHIEF ANXIETY of the American people to-day, as evidenced by the news and editorial columns of the newspapers and in daily conversations on street-corners and in trolley-cars, is seemingly over the business prospects for the coming winter. Are prices to be lower or higher? Are jobs to be plenty or scarce? Is business headed for the rocks, or for a safe channel? An illuminating and comprehensive answer to these questions is afforded by a nation-wide canvass of the leading wholesale and retail merchants, manufacturers, bankers, professional men, farmers, and industrial leaders, made by a prominent financial institution of Baltimore. In tabulated form the findings of this canvass are printed on page 41. A summary and analysis of these findings are supplied by ex-Secretary of the Interior Franklin K. Lane, an expert in national diagnosis, who believes that this survey affords "as clear and valuable a conspectus of the present industrial, agricultural, financial, and political conditions as can be gathered."



THE COUNTRY'S BUSINESS COMPLEXION.

From the States left white on this map wholesalers and retailers report that the prospects for fall and winter trade are "good"; from the shaded States the report is "fair to good"; and from the dotted States "uncertain." The diagram is based on the survey of national conditions made by the Fidelity and Deposit Company of Maryland.

Mr. Lane finds that "economically the United States is better off than any other country"; that "there is no evidence of idleness" and "no evidence of shortage of raw materials sufficient to curtail production"; that "transportation conditions are improving everywhere"; that with farming, "the backbone of the country," the situation is "excellent"; that in the financial field, while "money is tight," in every section "banks are well loaned up"; bank deposits are generally increasing, and "individual savings accounts are growing everywhere"—a fact that "seems to show that the orgy of spending and extravagance is over." Mr. Lane discovers also from the survey that "the Excess-Profits Tax is in bad favor everywhere"; that there is "an interest throughout the country in general cooperative movements"; that politically "the trend has been, and is, Republican"; that the two main political issues, in the popular mind, seem to be "the cost of living and foreign relations," with "taxation and industrial relations" occupying important places.

There are, of course, dark spots in the glowing picture of industrial conditions revealed by this survey, and the chief of these seem to be the shortage of coal, the shortage of houses, and the "failure of labor to increase individual productivity." On these points Mr. Lane says, in *The Fidelity Journal* (Baltimore):

> "Only the Rocky Mountain and Pacific States report a sufficient supply of fuel. All other sections of the country are feeling a shortage, altho it is not as noticeable in the South Atlantic States as in other industrial areas of the eastern half of the country.
>
> "Labor is costing still more than it did last year. Wages have advanced from ten to fifty per cent. in twelve months, yet nowhere is there reported an increase in the productivity per man. And I am not expecting that the cost of labor will fall off, even in the worst of times, to its prewar stage, for I believe that the real differential between directing labor and manual labor will never again be as great as it has been.
>
> "As to the distribution of labor, the situation, nationally appears to be well equalized. A shortage of labor is found only in the Middle Atlantic and South Atlantic States, and this is largely of unskilled workers. In the rest of the country demand and supply appear balanced. Only in some sections of the Middle Atlantic States is there any marked unemployment, chiefly in the building and ship-building trades.
>
> "An important disclosure of the survey is the seriousness of the housing situation. The war cut off our building operations and left us in a large measure unhoused. This is one of the most singular and unexpected results of the war.
>
> "In the larger industrial centers where the shortage has been most acute the investigation of the Fidelity and Deposit Company has found that building operations are now decreasing instead of increasing. The call for buildings comes loudest from the places of most essential manufacture, rather than the centers of retail distribution, and is for the kind of houses that cover the working class. Building construction is increasing in New England, but the bulk of the construction is of factories, warehouses and stores, which means little relief for the workers. New York, Pennsylvania, Ohio, Illinois, and the other great industrial States of the East and West all show a falling off in building operations. This also is true of the Rocky Mountain section. Improvement is most manifest in the South and the Pacific coast region, where special emphasis is laid on the erection of low-priced dwellings for workers."

All Americans who study this survey, remarks the Baltimore *Sun*, "will be gratified at its showing of the country's strength and prosperity." And the New York *Evening Post* notes that the responses to the Fidelity and Deposit Company's categorical questions, summarized by sections of the country, "reflect rather striking unanimity of judgment on several questions which have heretofore seemed doubtful":

> "For instance, the outlook for fall and winter trade is regarded as 'good' or 'fair to good' in eight of the nine districts and 'uncertain' in only one, the Middle Atlantic States. This is a somewhat different judgment from that exprest in recent reports of the national mercantile agencies. All districts except the nearer Southwest report manufacturing plants 'well filled with orders,' which would probably vary, however, if classified by different industries.
>
> "Only one section, the Middle Atlantic, reports shortage of labor; in one section there is reported a slight evidence of unemployment, in the others none. The question whether labor is increasing in productivity per man elicits replies which do not agree with many recent reports to other investigators. All but two districts, the Far West and the Central Northeast, answer that it is not. Yet as much as a month ago the Federal Reserve Board's summary of trade conditions reported 'development of unemployment in various parts of the country,' tho largely resulting in 'shifting of workers from one occupation to another,' and the Reserve Board's bulletin added that 'the subject of quite general comment in the various Federal Reserve Districts is an increase in the efficiency of labor.'
>
> "On the money situation the answers are naturally more precise. Every section of the country reports the banks 'well loaned up'; which confirms last week's statement by the governor of the Federal Reserve that 'banks all over the country are having applications for loans which they can not make.' Interest-rates are six to eight per cent. in all parts of the country except the Southwest and the Far West, where the maximum figure rises to ten and twelve. Condition of the farmers is agreed by all districts to be 'good or prosperous'; in all that have sold their crops, including the South, the farmers are stated to be 'well supplied with funds,' and in nearly all, including the largest grain- and cotton-producing sections, it is answered that the drop in grain prices has had no effect on this prosperity.
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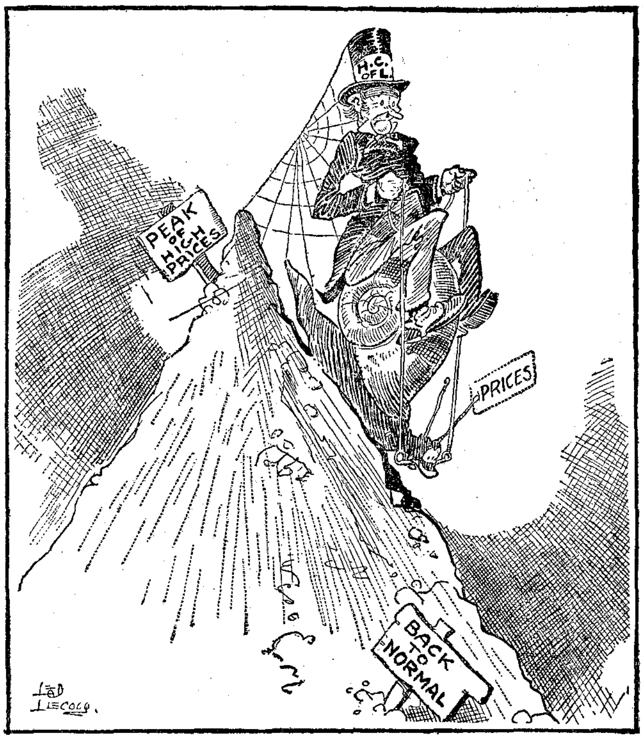
> "All things considered, this panoramic view seems to be of a reassuring character, even if it is not in all respects borne out by reports from other sources."



THE DESCENT.
—Lecocq in the Portland (Ore.) *Telegram*.

With this survey of business conditions "those who have carefully examined the situation are disposed to agree," remarks the New York *Journal of Commerce*, which warns us, however, that we still have "serious problems to meet" and deplores the fact that "the political campaign holds out only a poor prospect of dealing with them." The Secretary of Commerce, Joshua W. Alexander, is quoted by a Washington correspondent of the New York *Evening Sun* as saying:

> "Unquestionably Mr. Lane is right when he says that the country is on an economically sound basis. We have the raw materials and we have the capital. As a matter of fact, we have a surplus of raw materials in some lines, as indicated by the fact that the producers of wool are finding it difficult to market their product. We have large agricultural crops, which, of course, have always constituted the backbone of our prosperity.
>
> "When Mr. Lane says that only in one district is there a lack of orders, and that New England industries report a number of cancelations, but there, as elsewhere, manufacturers are well filled with calls for their products, he does not give an entirely accurate picture as we see it. It has only been recently, of course, that the American Woolen Mills have resumed operations, the suspension having been due, according to the management, to lack of orders.
>
> "What is happening is that the business interests of the country, including the manufacturers, are pursuing at the present time a wisely conservative policy, in view of the growing disposition on the part of the consuming public to curtail extravagant buying as a means of bringing down prices. Consequently neither the retailers nor the wholesalers, foreseeing lower prices, etc., are disposed to load up their shelves with surplus wares which they may have to dispose of at a loss.
>
> "Undoubtedly Mr. Lane is right when he says that labor costs are higher than they were a year ago. This is but natural, as the peak of the cost of living was not reached until this year, and necessarily the pay of workers had to continue to ascend as the living costs went up.
>
> "Also, it is but natural and inevitable that wages should be the last to go down. It must be remembered that the successive increases in wages went along with the mounting costs of living, and that for the reverse movement industry has a much wider margin than labor within which to curtail income before running below expenses."

Last week the news columns of the daily press threw some interesting side-lights on the picture revealed by the Fidelity and Deposit Company's survey. Mr. Ford announced price reductions of from fourteen to thirty-one per cent. on his cars and other factory products; a big company in Manchester, N. H., announced a cut of thirty-three and one-third per cent. in the price of its manufactured cotton goods; the Retail Clothing Association, in convention in Chicago, predicted a fall in the price of clothing; the two biggest mail-order houses in the country announced price reductions of from ten to twenty per cent. in many lines of merchandise. In the New York *World* of September 23 we read:

> "Leading bankers in Wall Street yesterday made the prediction that the cost of living will take a sharp drop in the next six months, and that a return to normal conditions in the money market following the enormous liquidation of commodities is in sight. They base their prediction on the condition of the woolen market, the impending release from the cotton warehouses of the South of enormous quantities of cotton, and the expected reduction in prices of structural and other steel.
>
> "They say that the announcement from Detroit that Henry Ford had reduced the price of his cars $142 is merely an evidence that he has assurances that the cost of material is coming down. No one has ever charged Ford with being a profiteer, and the fact that he can make such a big reduction in price means there must be a reduction in wages or in steel. He has given assurance that there will be no reduction in wages. He has found, moreover, that the demand for certain classes of cars is being reduced because of the high prices demanded by the manufacturers. He, therefore, has set the ball a-rolling and undoubtedly will dispose of every car he can make without the necessity of cutting his output.
>
> "Woolen conditions are much the same. The American Woolen Company has found the only way it can make low-priced goods is by running full force. Price cutting, therefore, has become the rule. Some of the independents have cut the price of woolen goods $3 a yard. This means that the wool in the average suit of men's clothes has come down $10.50 recently, altho the tailors have not begun to give their customers the benefit of this reduction.
>
> "Bankers are predicting there will be a heavy relaxation of credit throughout the country as a result of these developments, and that money-rates will reach a condition of comparative ease this winter."

THE SOCIALISTS' HOUR AT ALBANY

FOR ONE HOUR AND TWENTY MINUTES the five ousted Socialist Assemblymen who recently were reelected in New York City sat in the extra session called at Albany by the Governor to help solve the housing crisis in the metropolis. Apparently Speaker Sweet thought it politically expedient to overlook their past errors, in view of the fact, as he said, of the changes for the better the Socialist party has made in its constitution and platform. Editors the country over were calling attention to the fact that the constituents of the five Socialists, in reelecting them to the Assembly, thus had "repudiated Sweet tactics and the violation of the spirit of democratic government," in the words of the New York *Globe.* To Speaker Sweet the Socialists' triumph was a "stinging personal rebuke," according to the New York *World;* "Sweet's grievous blunder of last winter," to use the words of the New York *Tribune,* seemed likely to be overlooked.

Then, like the proverbial bolt out of the blue, what the Syracuse *Herald* calls "a worse blunder than the first" was committed—three of the five Socialist Assemblymen were ousted by a vote which did not follow party lines. Assemblymen Waldman, Solomon, and Claessens were disqualified, we are told, "for reasons entirely aside from their membership in the Socialist party"; because they were "guilty of disloyalty against the Government and the State of New York."

That the summary action of the New York Assembly will "aid the Socialist party and stimulate Socialism" is the belief of many representative newspapers, including the Brooklyn *Eagle,* the Boston *Herald,* the Rochester *Times-Union,* the Albany *Knickerbocker Press,* the Buffalo *News,* and the Newark *Evening News.* As we read in the Newark paper:

> "The decision was a nauseous and high-handed violation of the principle of political liberty, a flouting of constitutional guaranties, and as such became at once of nation-wide importance. For here was at work a sinister influence that would make for restricting the legislative expression of political views to the opinions of those who happened to be in power, merely because such views might contemplate a perfectly legal procedure for changing the governmental scheme.
>
> "No illegality in their election had been alleged. No overt or contemplated act of theirs had been cited. For no other reason than that they held to a political philosophy at variance with that of the two leading parties, but strictly consonant with the liberty of conviction guaranteed by State and Federal constitutions, they were arraigned at the bar of the House and found 'guilty' by judges who had made up their minds in advance of the evidence."

"If Socialists can be expelled, then Democrats and Republicans and Prohibitionists can be thrown out," points out the Rochester *Times-Union.* The New York *Tribune,* however, holds to the belief that "the principle that a minority has rights which the majority is bound to respect is rooted too firmly to be toppled by the New York Assembly." Many editors who "have no use for Socialism in any form" condemn in no uncertain terms what they call "the high-handed procedure of Speaker Sweet," and Judge Charles E. Hughes, likewise a non-believer in Socialism, looks upon the expulsion of the Socialists as "an act of incredible folly," inasmuch as "no personal guilt was charged against them." As the Brooklyn *Eagle* declares:

> "The question is not whether a group of radicals in New York shall be supreme. It is deeper. It is whether all the provisions made for representative government shall be thrown into the discard. It is whether rights as clearly established as those of Speaker Sweet or of any other member of the Assembly shall be denied. It is whether the will of the people shall be declared not to be supreme It is whether the voters of five Assembly districts shall be told that the guaranties furnished to them are inscribed on scraps of paper."

"Any duly elected Socialist must be allowed to take his seat in any legislature or our system of government is a failure," concludes the St. Paul *Pioneer Press.* And the New York *World* flays the "political fanatics at Albany" in several editorials, one of which we quote:

> "At a time when the State and the nation are stirred by radical agitation the New York Assembly again rules that economic and political discontent has no inherent right to appeal to the ballot-box; that minorities may be disfranchised at the will of the majority, and that representative government can be overturned whenever there are votes enough in the legislature to overturn it. Indeed, the New York Assembly virtually says in so many words to every radical that he must not appeal to constitutional processes and can have no resort except to violence.
>
> "There is nobody who is weak-minded enough to believe that patriotism or Americanism had anything to do with the ouster of the Socialist Assemblymen. If these men were not regarded as implacably hostile to the great property interests of New York they could mock the Constitution night and morning without arousing a semblance of resentment in Albany. They have been thrown out of the Assembly simply because of their economic theories, under a rule that leaves every political minority in New York at the mercy of the majority."

Socialists appear not to be greatly alarmed by recent events at Albany. On the contrary, they seem to consider it the best sort of publicity for the Socialist cause. Claiming that the ousted Assemblymen took to Albany the solution of the housing problem in New York, and that building and real-estate interests combated them for this reason, the New York Socialist *Call* declares that the present issue "is one of vested rights against the health, comfort, and happiness of many homeless thousands," and that "the Socialist party holds that human welfare transcends the material interests of investors, capitalists, and landlords." Furthermore, *The Call* says:

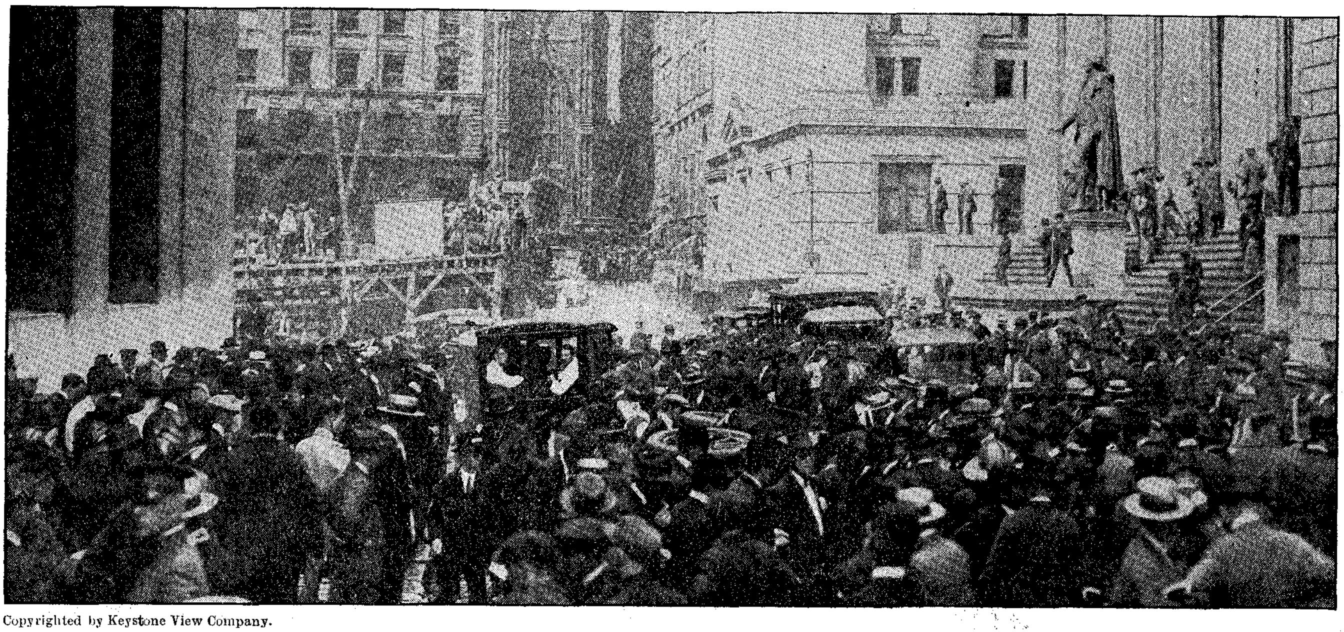
> "Do what our enemies will, throw our Assemblymen out, and we will send them back. We will send others to accompany them. We will keep sending more and more in the years to come as rapidly as the masses understand what their exploiters and despoilers intend. We have lost nothing. The Socialist party has often lost a temporary struggle, but the Socialist movement has never lost, and never can lose."

But many newspapers will oppose such a course, if we may judge from the editorials which reach us. "These Socialists were declared unfit by a large majority of the Assembly a few months ago," the Buffalo *Commercial* reminds us; "have they changed their views regarding their obligations and duties as representatives of the American people? Shall traitors who defy the law be allowed to participate in the making of law?" Moreover, asserts the Albany *Journal,* "these Socialists do not represent American people; they represent an anti-American group whose members are misusing the rights and privileges of citizenship, which they are unfit to possess." Dr. John Brooks Leavitt, writing in the New York *Times,* charges the ousted Socialists with "aiming to upset the republican form of government in our State and substitute a communistic one." And, he continues:

> "As private citizens they are free to advocate such a change, even as some of our misguided ones would like to have a king. So long as they do not advocate the change by violent means, no one will deny their right to hold in private and urge in public such a substitution. But how can they qualify for membership in a law-making body under a republican form of government by taking a false oath to support the Federal Constitution, which contains that guaranty for the preservation of the republican form?"

Editorially, *The Times* declares that the "housecleaning" of the Socialist party meant "a change of words, not of heart." Therefore, thinks this paper:

> "The Socialist party and its members ought not to stand there. The voters in the districts from which these men were sent to Albany should take account of public sentiment, which we believe to be much stronger even than it was last winter against allowing enemies of the State and of the Constitution to take a part in the business of law-making."



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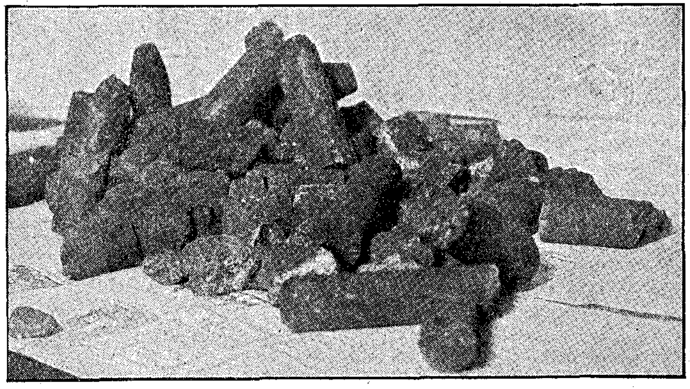
SCENE OF THE EXPLOSION.

On the reader's left this picture, which is taken looking west on Wall Street toward Trinity Church, shows a corner of J. P. Morgan's office, which was damaged. In the center of the crowd is an automobile that was overturned by the explosion. The statue of Washington, in front of the Sub-Treasury Building, was uninjured.

WALL STREET'S BOMB MYSTERY

"RIGHT OR WRONG, the first feeling of most people" regarding the explosion in the heart of the financial district of New York "is that it represents the work of radicals," according to the Minneapolis *Tribune*. Evidence pointing to accidental origin is met by other evidence indicating design, but throughout the early stages of the investigation by Federal and city officials, private detective agencies, and newspaper men, the belief has widely persisted that the massacre was deliberate and premeditated. "Those who have any respect for the human race will prefer to believe, as long as they can," we read in the Indianapolis *News*, that the explosion was accidental, "yet we know that there are men in this country—and all countries—who are prepared to commit wholesale murder if by so doing they can dispose of a few 'enemies,' or, as they think, further their 'cause.' There is therefore nothing improbable in the theory that the maimings and murders were the work of the 'Reds.' This, indeed, seems to be the more probable theory. Till the facts are known it is manifestly impossible to draw the proper moral." On the ground that "lawless unrest in this country has not been suppress; that Bolshevik propaganda goes on practically unrestrained," the Cincinnati *Enquirer* says, "it is reasonable to conclude that the New York outrage is a part of the wide-spread terrorist plot which has for its object the subjugation of all decent humanity under the feet of a blood-crazed proletariat." Comment, with few exceptions, is based upon the bomb theory. Headings of editorials in all parts of the country read, "A Breath from the Jungle," "An Infernal Crime," "The Failure of Terrorism," "A Fiendish Plot," "Diabolism," "Stern Measures Must Be Invoked," "The Wall Street Horror," "A Crime Against Society," "The Conspirators," "The Bomb Outrage," "Americanism Aroused."



EVIDENCE THAT POINTS TO A BOMB.

These iron slugs were picked up on the scene of the Wall-Street explosion.

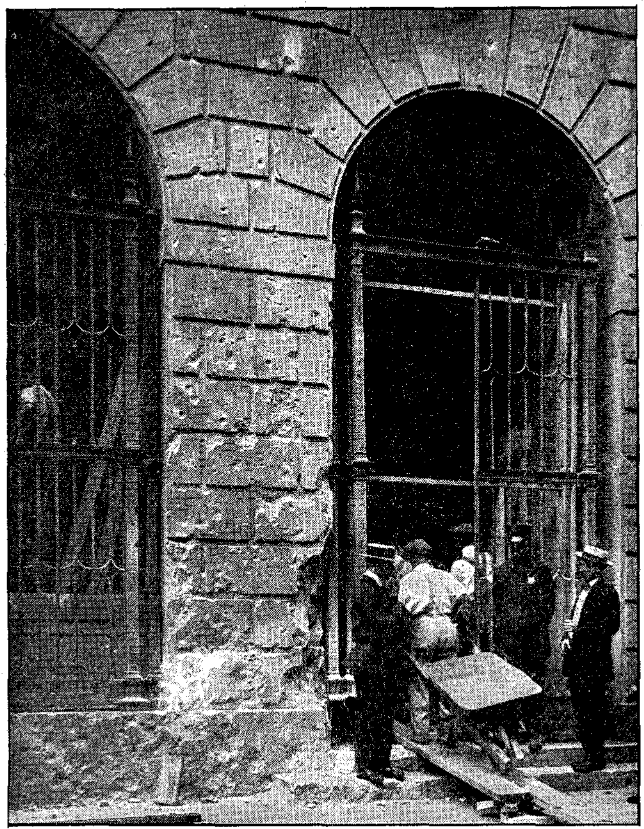
The explosion occurred on Wall Street at noon, September 16, just beyond the United States Sub-Treasury Building, about seventy feet from the Broad Street corner and across the street from the banking-house of J. P. Morgan & Co. The mystery centers in a horse-drawn wagon that stood by the curb at this point. Thirty-five persons were killed and more than two hundred injured. Property damage to near-by buildings, including the Stock Exchange, is estimated at five hundred thousand dollars—chiefly broken windows and walls punctured by volleys of shrapnel-like pieces of cast-iron window-sash weights. That the statue of George Washington, Father of His Country, standing at this historic corner before the Sub-Treasury Building, was untouched, is considered a good omen by several New York papers, and might have been thought a miracle in former days, according to the New York *Evening Sun*. After the explosion the Stock Exchange closed for the day, but resumed business next morning.

The bomb theory to account for the explosion is firmly held by Chief Flynn, of the United States Department of Justice, who says, "Our unshaken conviction is that talk of the disaster in Wall Street being an accident is plain bunk. We are not being diverted or deterred by rumors and reports of stray powder-wagons in the neighborhood or anything of that sort. It was a criminal outrage. We are positive of that and we are going ahead on that theory." Other official and detective agencies agree. Yet the New York *Sun* reports disagreement among detectives and government agents, some maintaining that the explosion may have occurred by accident to a wagon illicitly carrying explosives and metal junk. The grand jury is hearing testimony of witnesses who have told reporters about seeing powder-wagons in the streets in this vicinity where six building operations are in progress.

Considerable tendency to make political capital out of the explosion is apparent. Under the heading, "The Enemy at Home Must Be Crusht," an editorial in the Albany *Journal*, published by William Barnes, declares that "if the Administration at Washington had dealt with the 'Reds' in the United States as it ought to have done, in all probability the massacre in Wall Street would not have occurred." It proceeds:

> "The blame for this appalling calamity lies at Washington. If, when the radicals had been taken into custody, those of them that are aliens had been deported, and others had been thrown into prison, the country would have been rid of so many, and those who had escaped capture would have been held in restraint by fear. But between the Department of Justice and the Department of Labor, fiasco was made. A handful of the radicals was deported on the *Buford*, another small number of them was 'held for deportation' at Ellis Island, and the great majority of the murderous horde was let loose upon the country again. Post, the acting Secretary of Labor, treated the miscreants with tender consideration. Palmer, Attorney-General, confessed or feigned impotence in office.
>
> "Naturally, the desperadoes concluded that the United States had been made safe for them by the Wilson Administration. They planned, and have executed, the most horrible crime in the history of the United States."

In the New York *Tribune*, too, we are assured that "the explosion that shook the financial district yesterday did not come by accident. Candidates for office, even for the highest, spread the doctrines that when there is discontent it is the Government's fault, and that a corrupt conspiracy exists to gain control of bayonets to oppress the masses." and the Washington *Post* contends that since membership in the League of Nations would retard the process of racial assimilation, Senator Harding's stand for "the eradication of foreignism" comes at the psychological moment. Such utterances lead the New York *Evening Post*, however, to declare that "it is a shameless thing to rush into making political capital out of a public calamity." The one thing to do, whether the explosion be accident, plot, or lunacy, is to go about our business "in the full knowledge that the existing order is still able to take care of itself. When the truth has been discovered the community will take a full reckoning. We are quite able to vindicate the law against anarchists or lunatics."



MARKS OF THE EXPLOSION ON THE ASSAY OFFICE.

HE WARNED HIS FRIENDS.

Edward P. Fischer attributes his apparent foreknowledge of the Wall-Street tragedy to "air messages."

The Denver *Rocky Mountain News* refers to the reported warnings in letters "to keep away from Wall Street," and concludes that if the cross-and-skull messages did not exceed the average number received by persons in the Wall Street district, and "if no one stood out from the rest to the eye of the psychologist, as of significance, their import on the terrible explosion is of little value." *The News* discusses the "law of likelihoods" further as follows:

> "Street-corner agitators and more ambitious agitators single out men like Morgan as targets, and some weak mind takes up the cry until with the latter it becomes an obsession.
>
> "Of late there has been nothing to bring to the front the banking firm or cause the genus crank to seek vengeance for imaginary grievance. No one likely to engage in such work would believe that an explosion in the street could shatter the Sub-Treasury vaults so as to cause gold to flow on the streets.
>
> "We come now to the gist of the indictment of the Federal Department of Justice, namely, that a nation-wide, a world-wide dynamiting conspiracy exists to wreck Government and society, and the Wall Street horror was part of the conspiracy. The department is subservient to bureaucracy. A great big secret-service army, composed largely of politicians, is employed. The usual pinch of salt must be used. International dynamitards are trained in the use of explosives. They have a distinct purpose in view always. So far as the news makes known there was no apparent purpose in the street explosion."

The futility of the supposed crime is emphasized by many papers. Says the Jersey City *Journal*, "this latest bomb outrage defeats its own purpose. It overawes nobody. It fails to terrorize or frighten. It only serves to stir up the righteous indignation of the public and to nerve anew the processes that make for law and order." To the Norfolk (Va.) *Ledger-Dispatch* "the Wall Street explosion is not a manifestation of terrorism, but of sheer, old-fashioned lunacy."

The Columbus *Ohio State Journal* is of the opinion that "if some misguided zealot conceived that destroying life and property would mean some advantage to the public, there are millions that know better. The forces of law and order are incomparably superior to the advocates of disorder." And the Indianapolis *Star* takes this fling at the metropolis: "It used to be that even New-Yorkers looked to the wild West for danger and adventure, but with daily daylight hold-ups and robberies, automobile slaughter of the innocents, and now dynamite explosions, the perils of life in the metropolis far outdo anything the West ever knew."

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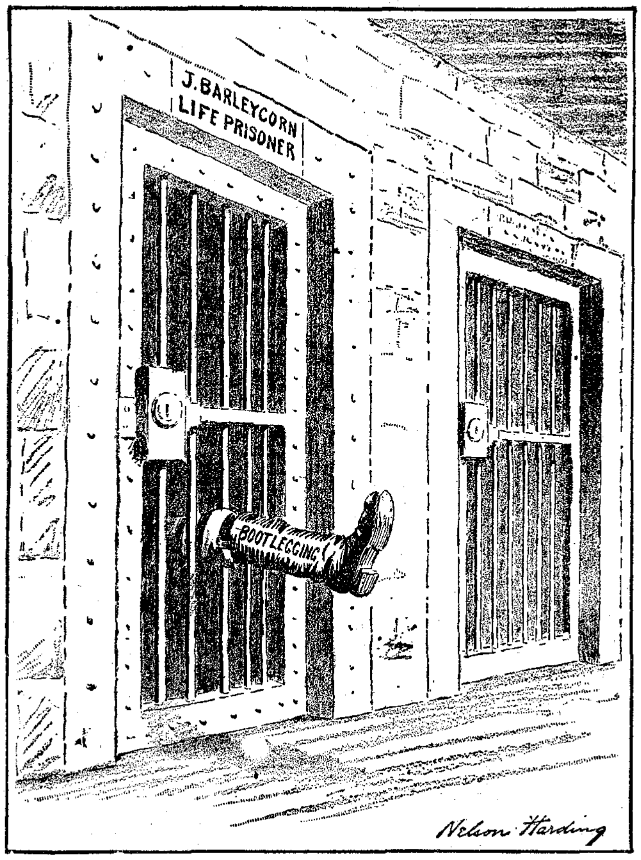
DRYS TO DISCIPLINE LAX JUDGES

"PECKSNIFFIAN EFFRONTERY" is the way in which the Norfolk *Virginian-Pilot* characterizes the National Anti-Saloon League's recent warning to Federal judges that "unless they sacredly perform their sacred duties" in enforcing prohibition laws, the League will seek their impeachment. "With characteristic delicacy, the League . . . will, as an extra precaution, dry-clean the courts," satirically adds this paper. The Albany *Journal*, too, looks upon the League's "ukase" as "a brazen attempt to intimidate the Federal judiciary." That the Prohibition Enforcement Law is "too drastic and can not be enforced" is the attitude taken by the Peoria *Transcript*, among others, and the Philadelphia *Bulletin* considers the attitude of the Anti-Saloon League leaders "overrighteous." Many papers believe this latest stand of the League will prove to be a boomerang, and "there was a time when any man or group of men addressing the United States Courts in this minatory fashion would have received attentions more emphatic than agreeable," darkly hints the New York *World.*



THE ONLY KICK LEFT.

—Harding in the Brooklyn *Eagle.*

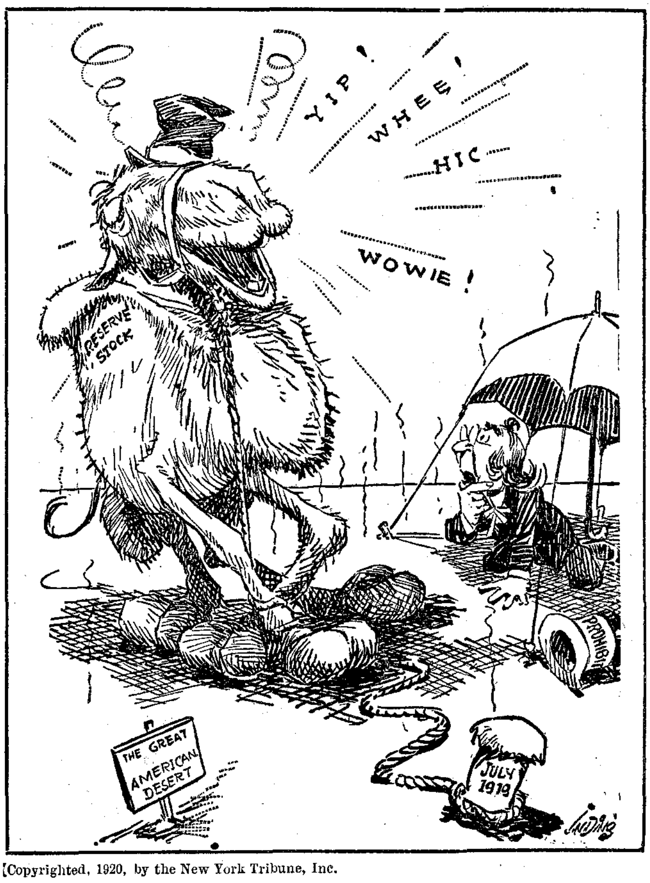
That the United States has been far from dry has been a matter of common remark, and the Anti-Saloon League is starting a vigorous campaign for better enforcement. The direct charge of the League is that judges in Texas have been coddling "bootleggers" and "moonshiners." Other judicial districts complained of by the League are New Jersey, Pennsylvania, Kentucky, and Wisconsin. Many judges are pictured as too lenient; the fines which they compel violators to pay are too small, we are told. Yet, points out the Baltimore *Sun:*

> "When the law provides a minimum and maximum penalty for an offense and gives the judge the right to grade the punishment, it will be difficult to convict him of dereliction of duty because he does not accept the views of ravening extremists . . . as to the severity of the sentence to be imposed.
>
> "This is not a case for vague threats, but for direct charges and direct prosecution. Any judge who has been standing in with violators of the law should be deposed. There should be no compromise with him, no mercy for him. The Anti-Saloon League has no right to offer him pardon on promise of future good behavior. It will be failing in its duty if it does not bring him to justice; it will be guilty of collusion with a judicial criminal if it tenders him amnesty.
>
> "To make such threats, without naming names or giving facts, suggests an effort to bulldoze and terrify the judiciary. To do anything that looks like an attempt to overawe the judiciary would create a just and wide reaction."

"As a rule, the Federal judiciary has a high sense of its responsibilities, and warnings and threats of impeachment are not in good taste," declares the Newark *Ledger*. Federal judges are appointed for life, or during good behavior, points out another paper, and this fact "relieves them of the suspicion that their rulings are made for political purposes." Therefore, believes the Peoria *Transcript:*

> "Such threats will not frighten Federal judges and will hurt the cause of national prohibition. The Anti-Saloon League prejudices its case by assuming its capacity to impeach anybody. The Federal Constitution vests in the United States Senate the sole power of impeachment and provides that 'no person shall be convicted without the concurrence of two-thirds the members (Senators) present.'
>
> "Obviously, neither the Anti-Saloon League nor any other civic body can assume to represent two-thirds the membership of the Senate without appearing ridiculous in the eyes of intelligent citizens."

The Washington *Post* would have us "imagine the general counsel of the League before the United States Supreme Court demanding that a majority of that august body shall construe the Enforcement Act as the League demands, under pain of impeachment proceedings!" And the Richmond *Times-Dispatch* delivers itself as follows:



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THE LENGTH OF TIME A CAMEL CAN SUBSIST ON THE CONTENTS OF ITS HUMP SEEMS TO HAVE BEEN GREATLY UNDERESTIMATED.

—Darling in the New York *Tribune.*

> "Federal judges are insolently told that their 'sacred duties must be sacredly performed.' No longer must they 'coddle bootleggers,' and the League will 'build fires under those who betray

their trust.' Such an outrageous indictment of the Federal courts, such a truculent threat to override the country's judicial bulwarks, such a proposed coercion of judges sworn faithfully to interpret the law and administer its penalties, is something new in America. It is worse than outright contempt, for which those guilty should be brought to bar. It is Bolshevism in its most insidious and dangerous guise. It grates harshly on American ears, and if the League dares to go so far as its leaders have counseled, it will merit that indignation which eventually will bring to an end its dictatorial sway over the lives and habits of what once was a free people."

"Congress in its wisdom left wide discretion to the courts, and fixt a maximum fine of a thousand dollars for the illicit sale of liquor by first offenders; there is no fixt minimum," we are reminded by the Detroit *Free Press*, which discusses the "warning" of the League, and at the same time offers some constructive criticism:

"Firing broadsides of that kind at all the courts of the United States is not a proceeding which commends itself to sober judgment. There is always a divergence of opinion as to how severely offenses against any law should be punished. Such things are matters of judgment. There is no rule for fixing the amount of a fine or the length of a term in prison, except in the text of the statute; and nowhere does honest difference of opinion separate men more widely than in this matter of the liquor traffic. One school holds that breaking the prohibition law is equivalent in criminal seriousness to a breaking of almost any of the Thou-shalt-nots of the decalog. They hold a bootlegger to be worse than a perjurer or a thief. Other people just as honest say that this view of the matter is a product of moral perversion due to fanaticism.

"If with that liberty of action, Congress should think that some judges are not sufficiently severe, the remedy is not by punishment for exercising the liberty which Congress gave, but by putting some further legal restriction upon the courts. Congress can fix the minimum punishment where it pleases."

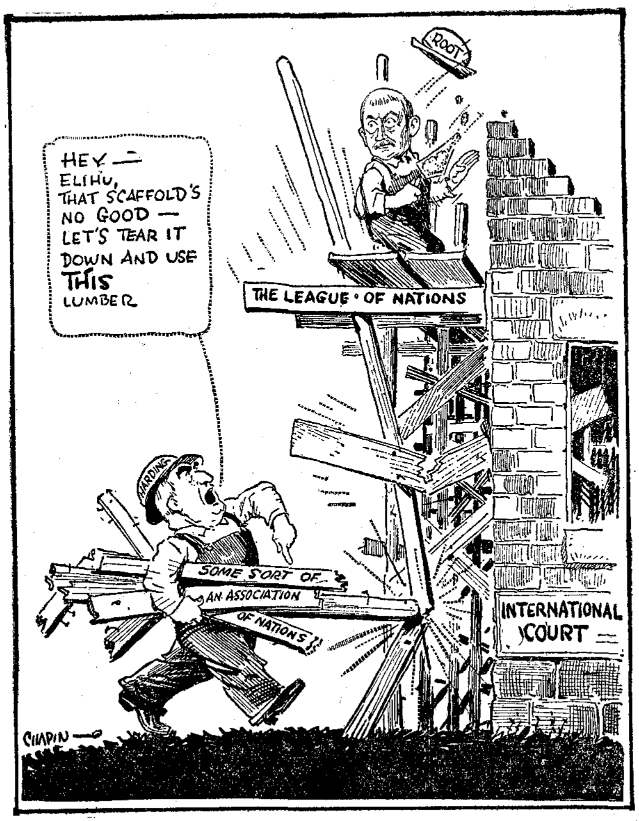
Defenders of the League's action are thus far in the minority, but many admit that something should be done to enforce more rigidly the Prohibition Law. The Washington *Star* is the only paper defending the plans of the League which has come to our attention; it thinks much good will come of the League's recent warning, and points to that body's "record of tireless energy in the prosecution of the case against liquor" as an augury of what we may expect in the future. Continues *The Star:*

"That the Enforcement Law is not being fully applied in some parts of the country is notorious. The warning given by the Anti-Saloon League that it will sleeplessly watch the proceedings in the courts is not to be lightly regarded. Impeachment proceedings may not be successful; charges of malfeasance on the bench are most difficult of proof. But the existence of this watchful organization will undoubtedly have a powerful influence to enforce the law in its spirit, as well as in its letter.

"The American people have adopted the Prohibition Amendment in good faith, and Congress has enacted an Enforcement Law equally in good faith. Those two instruments are to be regarded as of binding force, until repealed. Their full application is an official duty that can not be disregarded without public disapproval and possibly, as the pronouncement of the principal organization opposed to the liquor traffic indicates, without dishonor and punishment."

THE "ROOT PLAN" FOR A WORLD COURT

"NO LEAGUE-BORN COURT!" exclaims the militant Republican New York *Sun*, in outright repudiation of the so-called "Root plan" for an International Court of Justice, which many important Republican papers assumed would furnish the Republican substitute for the League. The trouble arises from publication of the complete draft of the plan by the Council of the League. *The Sun* head-lined its cable dispatch of the text from London, "Root's Plan for World Court is Like Harding's—Excels Hague Scheme—Diplomacy not Factor." But on further examination *The Sun* finds that it is neither a direct extension of the Hague Tribunal nor a substitute for the League: "It is an integral part of the League's machinery, and a scion of the Wilson Covenant itself." The Republican platform calls for no such tribunal to be accepted by the people of the United States "in lieu of their own judgment and their own power," declares *The Sun*, nor does that paper believe that "any such purpose as lurks behind Mr. Root's conception of a League-born Court can for a moment be entertained by Senator Harding when its significance has become apparent." *The Sun* does not hesitate to call down Mr. Root, Republican ex-Secretary of State, saying:


ROOT
HEY — ELIHU, THAT SCAFFOLD'S NO GOOD — LET'S TEAR IT DOWN AND USE THIS LUMBER
THE LEAGUE OF NATIONS
HARDING
SOME SORT OF AN ASSOCIATION OF NATIONS
INTERNATIONAL COURT
CHAPIN

TICKLISH MOMENT FOR THE BUILDER.

—Chapin in the St. Louis *Star.*

"No scheme of international jurisprudence that is superimposed upon a Wilson League of Nations or that grows out of the Covenant upon which President Wilson and Governor Cox insist, can be made by any jugglery of phrase or any sophistry of logic acceptable to the American sentiment that is now so imperiously manifesting itself whenever and wherever it gets a chance at the ballot-box.

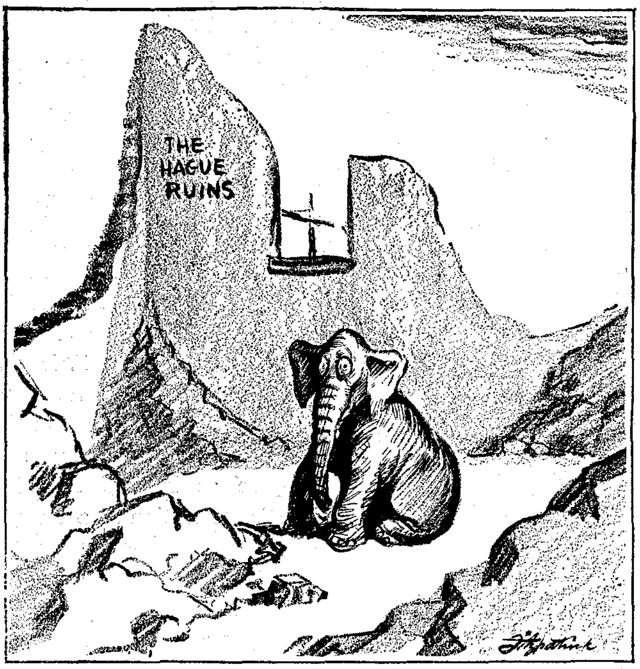
"This is the plain fact of the case. It is not within the intellectual powers of Elihu Root, great tho they are, to make the fact any different. If Mr. Root thinks the contrary, his thought does not represent the youth and vigor of the party. He is not in touch with the people and is not in their world. He does not represent them and is not in sympathy with them."

If Mr. Root has not pleased the "bitter-enders," it is also apparent that other Republican papers consider this stage of the campaign a time for speaking rather cautiously, maintaining a waiting attitude, or refraining from immediate comment altogether, like the New York *Tribune*. Naturally, the Democrats make the most of their opportunity to play Root against Harding, "*The Sun* having duly convicted Elihu Root of heresy," according to the New York *World*. This strong Democratic paper describes the Republican dilemma thus: "From the recesses of the front porch, Senator Harding set up an international court that exists only in his bucolic imagination. Elihu Root has set up a real court as part of the machinery of the League of Nations, and Republicans have been telling us that Root was creating the Republican foreign policy. Are they now prepared to follow him and abandon Harding, or, like *The Sun and New York Herald*, will they throw the Root court overboard in order to continue their partizan filibuster against the League of Nations?"

The World points out that the Root court "can no more be separated from the League than the judiciary department of the United States can be separated from the rest of the government." This Court, modeled on the United States Supreme Court, "has no existence except as a part of the League of Nations":

"Of course, the Root plan is an integral part of the League's machinery. It could not be otherwise. This Court is created by the Covenant of the League. Its decisions, if they are to be enforced, must be enforced by the members of the League acting in concert. No other court can be established which is worth the serious attention of the civilized world.

"*The Sun and New-York Herald* is of the opinion that 'the Permanent Court of International Justice is not open to acceptance by the United States so long as acceptance of the Court involves acceptance of the Wilson League.' We may have very little to say about it. If the Root Court is set up by the League of Nations we shall have to accept its decisions whether we are a member or not. What the Court says is international law will be international law, and what we say to the contrary will avail little.



"ANYWAY, THERE ARE NO DEMOCRATS HERE."

—Fitzpatrick in the St. Louis *Post-Dispatch*.

"The main question in relation to this Court is whether the United States as a member of the League will have a hand in naming the judges, or whether, because of its refusal to join the League, it will have no voice whatever, but will be subject to the Court's findings."

In submitting the Court plan to the thirty-seven member nations of the League for action at the first meeting of the Assembly in November, the Council calls attention to the significance of the achievement of the Commission of International Jurists who formulated the draft:

"The scheme has been arrived at after prolonged discussion by a most competent tribunal. Its members represented widely different national points of view; they all signed the report. Its fate has therefore been very different from that of the plans for a Court of Arbitral Justice, which were discust without result in 1907. Doubtless the agreement was not arrived at without difficulty. Variety of opinions, even among the most competent experts, is inevitable on a subject so perplexing and complicated. Some mutual concessions are therefore necessary if the failure of thirteen years ago is not to be repeated. The Council would regard an irreconcilable difference of opinion on the merits of the scheme as an international misfortune of the gravest kind. It would mean that the League was publicly compelled to admit its incapacity to carry out one of the most important of the tasks which it was invited to perform. The failure would be great and probably irreparable, for, if agreement proves impossible under circumstances apparently so favorable, it is hard to see how and when the task of securing it will be successfully resumed."

The plan establishes a permanent Court of International Justice at The Hague, to which parties shall have direct access, in accordance with Article 14 of the Covenant. This Court shall be in addition to the Court of Arbitration organized by the Hague Convention of 1899 and 1907, and to the special Tribunals of Arbitration to which states are always at liberty to submit their disputes for settlement. As reported in THE LITERARY DIGEST for August 14, the hitherto insuperable difficulty of selecting judges regardless of nationality is met by election by both Council and Assembly of the League. Provision is made for judges of each contesting nationality to sit in cases. The Council proposes salaries of judges and apportionment of expenses, both to be determined by the Assembly. The Court shall have jurisdiction to hear and determine suits between states, be open of right to original signatories of the Covenant and subsequent members of the League, and other states may have access under conditions of the Covenant. The three articles which are said to mark the greatest advance over any previous project are the following:

ARTICLE 33—When a dispute has arisen between states, and it has been found impossible to settle it by diplomatic means, and no agreement has been made to choose another jurisdiction, the party complaining may bring the case before the Court. The Court shall, first of all, decide whether the preceding conditions have been complied with; if so, it shall hear and determine the dispute according to the terms and within the limits of the next article.

ARTICLE 34—Between states which are members of the League of Nations the Court shall have jurisdiction (and this without any special convention giving it jurisdiction) to hear and determine cases of a legal nature concerning:

a. The interpretation of a treaty;

b. Any question of international law;

c. The existence of any fact which, if established, would constitute a breach of an international obligation;

d. The nature or extent of reparation to be made for the breach of an international obligation;

e. The interpretation of a sentence passed by the Court.

The Court shall also take cognizance of all disputes of any kind which may be submitted to it by a general or particular convention between the parties.

In the event of a dispute as to whether a certain case comes within any of the categories above mentioned, the matter shall be settled by the decision of the Court.

ARTICLE 35—The Court shall, within the limits of its jurisdiction as defined in Article 34, apply in the order following:

1. International conventions, whether general or particular, establishing rules expressly recognized by the contesting states.
2. International custom, as evidence of a general practise, which is accepted as law.
3. The general principles of law recognized by civilized nations.
4. Judicial decisions and the teachings of the most highly qualified publicists of the various nations, as subsidiary means for the determination of rules of law.

Provisions for giving advisory opinions on questions or disputes of an international nature are made, and a detailed code of procedure provides for majority decisions; judgment by default; final judgment without appeal, but the Court may be called upon to construe a judgment, and applications for revision are admissible. Judgments are to be made public together with the names of judges who take part in the decision, altho reasons for dissenting opinions or reservations shall not appear in a judgment.

We find scarcely a trace of enthusiasm and few discussions of the merits of the Root plan in Republican papers. The Philadelphia *Evening Public Ledger* states that the new World Court avoids Hague Tribunal pitfalls, takes up the machinery of international peace where it was left incomplete in 1907, and will have the power through the Covenant—lacking heretofore—"to enforce decrees and reach decisions through the application of general principles of justice and international law to specific cases." No accomplishment of the League "is a more hopeful index than that the original commendable purpose back of its formation has not been forgotten." Assuming that Mr. Harding's policy has contact with Mr. Root's work in an endeavor "to formulate something that will be practical and acceptable to every one," the Detroit *Free Press* says:

> "The scheme as put into print shows statesmanship of a sane, far-seeing sort; it gives evidence of construction by expert hands who understand the limitations as well as the great possibilities of international judicial procedure. Accepting it as an expression of Republican policy, it is a direct refutation of the Democratic charge that the Republicans are opposed to peace and desire to kill off the whole League idea. On the contrary, it distinctly recognizes the League idea as one to be properly developed and used."

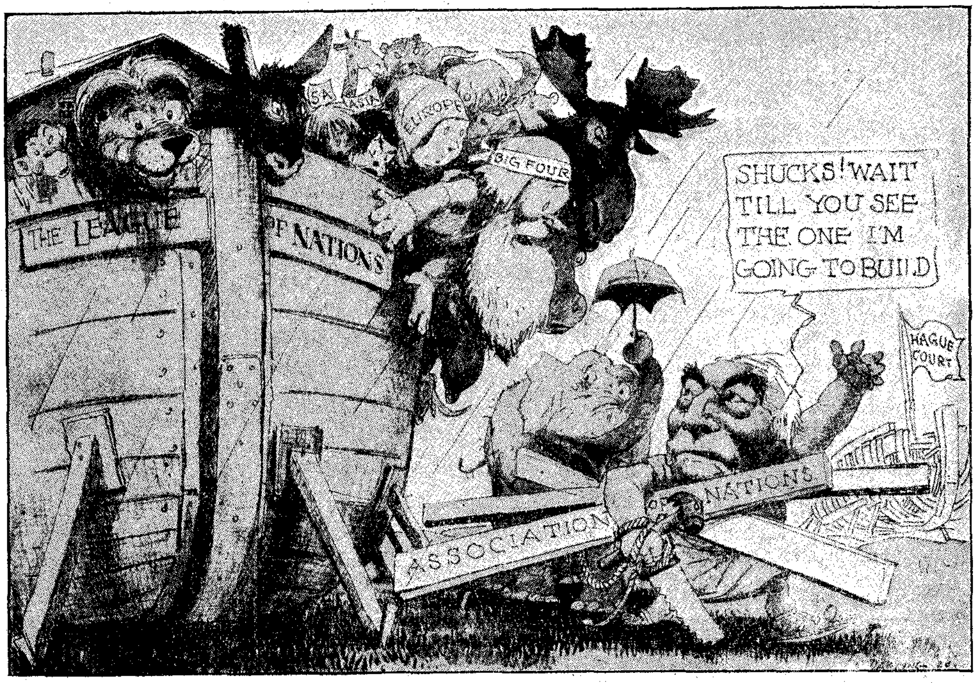
Since the Hague Tribunal does not guarantee any nation against war, but "recognizes that there are conflicts which a court can not prevent or adjust," the Chicago *Tribune* asserts that it will never count for much with "the true pro-Leaguer." By contrast, Americans "who have kept their feet on the ground" and "insist that the United States shall be strong in her own right" will welcome the proposed High Court as a step forward. The Boston *Transcript* discovers that "for a nation to avail itself of the agencies of the Court and become one of the pillars supporting the Court and its decrees, it is not necessary for the United States to stick its head into the noose of internationalism that the Wilson League of Nations provides." The Pittsburgh *Gazette-Times* declares that "the proposed Court would be of very limited benefit, if it were useful at all, as long as the League of Nations exists. That paramount agency for imposing the will of the strong on the weak without any consideration for justice makes impossible realization of the ideals that lie at the base of the Court concept." The Buffalo *Express* insists that "if the League as it exists is so unamendable that the Court can not be taken out of it and given an independent standing, that is all the more reason for Americans to rejoice that the Senate did not permit the United States to enter the League." The Chicago *News* thinks "the American people will await with interest the comments and suggestions of Mr. Root in respect of the proposed Court." "When the situation has become quite clear," the Springfield (Mass.) *Union* says,

> "It will probably be found that the proposed Court is a logical step in a prospective revision of the League Covenant in such a manner as to emphasize the juridical obligations within the League, and to subordinate, if not largely remove, the economic and military obligations of its members—a revision, in short, that would change its essential character, remove the reasonable objections that have been raised against its present form, and permit of its acceptance by this country."

On the Democratic side Mr. Cox promptly finds occasion to say that—

> "This Court of International Justice, which Mr. Harding hoped would be a substitute for the League of Nations, now appears as an essential part of the League and one which without the League would have no standing whatever.
>
> "This limb having been cut off, Mr. Harding sitting on the end, we may confidently look forward to another frantic effort from Marion in an attempt to confuse the public and to keep both Senator Johnson—who is against any kind of a League—and Elihu Root—who is not only for the League, but has performed valiant services for the existing League—for the party candidate."

Secretary of State Colby remarks that this Court, which derives its authority from the League, "can not be expanded into an alternative for the League, and there is nothing mysterious about it that could operate as a sort of plank on which Senator Harding might walk ashore." The Louisville *Courier-Journal* says, "The League and the Court are interdependent. They are instruments of each other. The League enforces certain of the judgments of the Court. The Court defines the basis of justice on which the League is to act." The Newark *News* emphasizes the Council's suggestion that if this Hague Court can not be established with the all-important aid of the League, it can not be established at all. In the Council's opinion,



THE NEXT PROBLEM WILL BE TO GET THE ANIMALS TO MAKE THE TRANSFER.
—Darling in *Collier's Weekly.*

> "The establishment of the Court is not such an easy matter as it appears to Mr. Harding, who would reconstruct it without the aid of the League, 'put teeth in it,' and palm it off as a more satisfactory substitute for the League. The sober views of the Council are in refreshing contrast with the hasty, ill-considered suggestions Mr. Harding has dispensed so freely."

Mr. Harding's substitute proposals favoring some association of free nations and a World Court development of the Hague Tribunal appeared in THE LITERARY DIGEST for September 11.

Aside from the favorite contrast of Root and Harding in Democratic papers we read in the Charleston *News and Observer* the assurance that despite the fact that the United States is holding aloof this Court project shows that "the League is gradually being perfected, and the process is of epochal importance." The Atlanta *Constitution* sums up the situation thus:

> "We find the Republicans fighting the League of Nations with one arm and embracing it under a different name with the other.
>
> "Should the party succeed in defeating the Democrats by this anomaly, thus fooling the people as to the actual facts, it will then put the identical League of Nations sought by Mr. Wilson into effect and claim credit for having done the whole thing."

The Washington *Herald* (Ind.) says:

> "Both Candidate Harding and Candidate Cox need to be more accurate in their references to the facts of recent and present history. The Hague Conference's bequest to the makers of a new international judicial tribunal is not truly described by Mr. Cox when he refers to it as something with 'bats in the belfry and spiders everywhere,' and the League is not 'dead,' as Mr. Harding reports it to be."

FORGIVING WAR-OFFENDERS

THE "CROWD OF MARPLOTS and conspirators" who are confined in State and Federal prisons for opposing the Government during the war should not, in the opinion of a Washington paper, "be dumped upon an already outraged nation." But, argue the friends of these prisoners, the war is really over, the offenders were merely lovers of peace whose souls shrank from the bloodthirstiness of armed conflict, and it is cowardly and tyrannical to keep them in jail now. Some of our more conservative editors say we should let bygones be bygones and release them, but others hold that they would at once join the "Red" agitators who are trying to stir up Bolshevism here. Of course, the Socialist papers have been calling for their release almost ever since the armistice was signed, but recently such well-known metropolitan dailies as the New York *World*, the New York *Evening Post*, and the Brooklyn *Citizen* alined themselves in this respect with the New York *Call* (Socialist) and the Milwaukee *Leader*, Victor Berger's Socialist daily.

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ONE WHO HAS BEEN FREED.

"On the day I stept outside the prison walls I took a solemn oath never to rest, never be silent, never cease my labors until every political prisoner is free," says Mrs. Kate Richards O'Hare, whose five-year sentence for violating the Espionage Act was commuted by President Wilson after she had served fourteen months of it.

In the first place, we are told by a labor paper, "there is a grave doubt as to the constitutionality of the Espionage Law (under which most of the prisoners, including Eugene V. Debs, were convicted), as the First Amendment of the Constitution expressly prohibits Congress from making any law abridging the rights of free speech and free press." "In no previous war," points out this paper, "has it been found necessary to pass such a law." Attorney-General Palmer, however, recently refused to consider the proposal of Samuel Gompers, president of the American Federation of Labor, and representatives of the Socialist party that a blanket proclamation freeing the prisoners be issued; each case must be reviewed separately, ruled Mr. Palmer. Including persons imprisoned by the various States, there are said to be four thousand political prisoners serving sentences at the present time. Their case is thus argued by the Socialist party:

> "The men and women convicted of offenses under war-time statutes are not criminals except in a very technical and unnatural sense. They were opposed to the war and the government war-policies, and in the light of the tragic consequences of the war for the whole world the people of this country begin to feel increasingly that the opposition was legitimate and well grounded as it was honest and courageous. Under these circumstances their further incarceration is not justifiable on grounds of sound policy or good morals, but assumes the character of political and class vindictiveness."

"It should not be difficult now to write at a fairer judgment concerning the culpability of these culprits than was possible in the time of war," thinks the New York *World*, which adds that "in nearly all cases where guilt was solely a matter of opinion the penalties inflicted were extremely severe and might properly be modified." The Brooklyn *Citizen* thinks "the common welfare" demands "an early release of all the less important offenders," and the New York *Evening Post*, which reminds us that the prisoners under discussion "did not violate statutes already in existence, but war-statutes," and that "the danger is now past," makes out the following case for them:

> "Both the Democratic and Republican candidates have been urged to express their opinions in regard to amnesty for such offenders. We have no hesitation in saying that such amnesty ought to be granted. No good can come from the further confinement of these people. Their punishment serves only to make them martyrs for their followers. Imprisonment itself is of no benefit to them, if we may believe the strong statements of a special committee of the American Prison Association.
>
> "Amnesty is desirable because there is no advantage in further imprisonment, because the existence of a large group of political prisoners is excellent propaganda for the discontented, and because it is one of the first characteristics of a free people, loving liberty, to display tolerance toward those who disagree with it. The amnesty ought not to wait on a Presidential election. It ought to be granted now by the Administration."

Representative of the Socialist attitude is the plea of Mrs. Kate Richards O'Hare, herself a political prisoner until last summer. In *The Appeal to Reason* (Girard, Kan.), Mrs. O'Hare writes:

> "On the day I stept outside the prison walls I took a solemn oath never to rest, never be silent, never cease my labors until every political prisoner is free and our benighted, brutal, degenerating prison system is destroyed. I have enjoyed two months of freedom, I have talked with many political prisoners, who like myself have been freed, and I feel more intensely than ever the weight of my vow.
>
> "The question of a general amnesty has nothing to do with whether or not Socialism is politically right or wrong, the I. W. W. sound or unsound in its economic beliefs, or anarchy a practical or impractical social creed. The only question at issue is whether or not war-time usurpation of power by the Administration shall be tolerated in peace and whether we shall be governed by the hysterical dementia of timid officials or clearly express and long-tried Constitutional rights.
>
> "Our demand for a general amnesty does not mean that we are asking for the release of criminals or clemency for persons convicted of committing overt acts. We simply demand that persons convicted and serving sentences for the expression of opinion shall be released and restored to all of their legal rights."

"A general amnesty has been granted by practically all the warring nations of Europe, but it 'can not be done' by this so-called free country," caustically remarks the Schenectady *Citizen*, a Socialist daily. And the New York *Call*, which maintains that Congress is to blame for the present plight of the political prisoners, and that the Constitution explicitly prohibits Congress from enacting laws "to gag opinions," goes on to explain:

> "Every ruling clique is cowardly in the face of criticism. It will tolerate it if it does not probe fundamentals of the régime in which the clique's material interests are rooted. When fundamental criticism endangers the whole régime of camouflage the ruling clique becomes apprehensive and its one answer is to gag offenders and, if that does not suffice, to jail them.
>
> "This is the explanation of the imprisonment of Eugene V. Debs and other political offenders. They spoke too plainly. They said things that have been verified by events. They have been proved right and their enemies wrong. Just because they told the truth they are dangerous; that is, dangerous to those who dominate by intellectual coercion. They are not dangerous to those in whose name they spoke, the masses, whose better impulses and welfare are imposed upon by the dominant charlatans. The real interests of the masses were exprest by those who have been caged behind prison bars."

One of Mr. Gompers's arguments in behalf of political prisoners was that their cases "should be treated with love and reason and a sense of democracy." The Philadelphia *Public Ledger*, however, points out that "there was neither love nor reason nor a sense of democracy in many of the people who systematically tried to hinder the Government and belittle it in the eyes of enemies at a time when we were exerting all our energies to preserve such freedom as remained in a world ridden by militarists on one hand and by anarchists on the other." Continues *The Ledger:*

> "A great many persons now in confinement will probably be released, since, with the end of the war and the repeal of the Espionage Act, their offenses may properly be forgotten. They are 'political prisoners' in the true sense. They held and voiced opinions which made them dangerous in a time of stress and crisis. Others, however, were frank and determined enemies of the Government, and therefore dangerous to the country not because of their opinions alone, but because of an active opposition to rules established in the interest of national safety and moral law. They deserve punishment."

"If there were any evidence that these offenders had learned the lesson in citizenship which they needed, there might be some sympathy for them on the ground that the war is over," remarks the Philadelphia *Bulletin*—

> "But there are no proofs of repentance offered, nor any pretense made that any one of the principal beneficiaries of the petition would do differently were the circumstances to recur. Mercy is not asked. The pardon which is asked for is regarded as a sign that the President and the Attorney-General, representing the Government of the United States, have actually condoned the offense of defying its military law in a time of national crisis. And public sentiment, even if it confesses a measure of sympathy for the unfortunates, can hardly agree to that."

"It would be a political misfortune to Mr. Debs and his party if he were pardoned and released before the election," says the Springfield *Republican*, which does not think the appeals of the Socialist party for their leader's release are "entirely sincere." And we read in the Washington *Post:*

> "Mercy is warranted frequently where the offender admits his wrong-doing and expresses sincere regret, but in the cases of Debs and Berger and their 'comrades' there are no such expressions. They remain contumacious. They voice the same contempt for the law that they did when they fought for Germany by weakening the American defenses; they would turn to sowing the seeds of discord and strife and preaching revolution and disrespect for established authority that they have shown in the past. Mercy is a noble sentiment, but it will be frightfully abused if extended to all violators of the Espionage Act."

TOPICS IN BRIEF

BRYAN is holding out remarkably well in his political speech strike.—*Greenville (S. C.) Piedmont.*

THE middleman seems to be the principal reason why it's hard to make both ends meet.—*Brooklyn Eagle.*

"EXPECT 'Dry' Era to Lengthen Life."—Head-line.—At any rate, it will seem longer.—*New York Illustrated News.*

GENERAL OBREGON has won the Mexican Presidential election, and all is over but the shooting.—*Nashville Tennessean.*

IN this continuous war between Capital and Labor it is easy to see which side the Public is on. The outside.—*Brooklyn Eagle.*

USUALLY it is the man who howls loudest about free speech that has nothing worth saying.—*Detroit Journal.*

NORMAL prices are sneaking back, as tho ashamed of their orgy.—*Toledo Blade.*

MEXICO has behaved herself since the threat of annexation. She doesn't want any Eighteenth Amendment wished on her.—*New York World.*

THOUSANDS of men will agree that credit is becoming normal. They never could borrow a dollar and can't now.—*St. Louis Globe-Democrat.*

THE reason an article costs ten dollars more is because the material in it now costs thirteen cents more and the labor nine cents more.—*Baltimore Sun.*

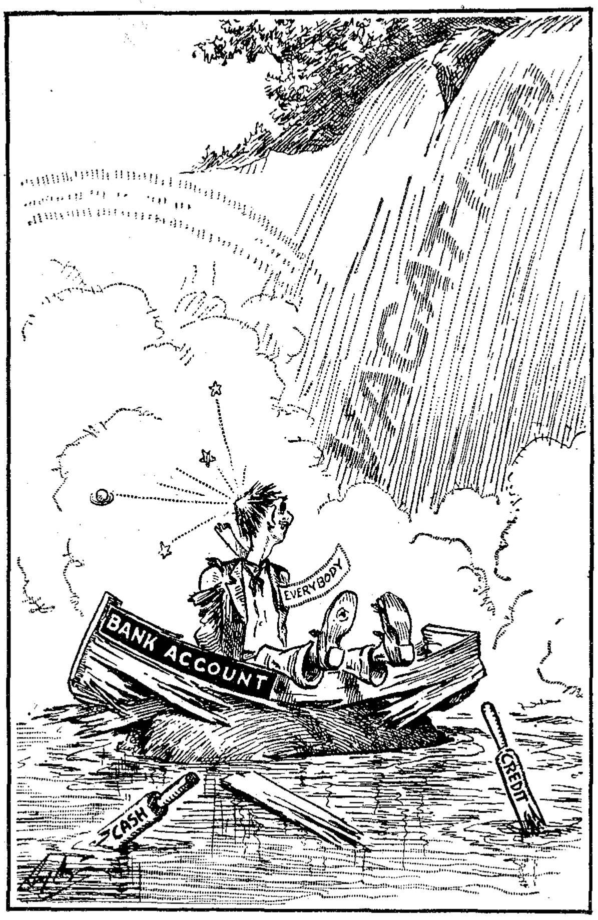
BY a strange omission on the part of the radical weeklies, the Italian earthquake has not been traced to the Versailles Treaty.—*New York Evening Post.*

THE United States Chamber of Commerce speaks of a "lower level of prices." They may be lower, but they lack a whole lot of being on the level.—*Associated Editors (Chicago).*

NEW YORK STATE is all excited because of reports that wolves have been seen in the Adirondacks. Probably they're merely taking a vacation from Wall Street.—*Grand Rapids Herald.*

FRANKLIN D. ROOSEVELT is quoted as saying that Mr. Hays "perpetrated an untruth." Surely this man can't be as close kin as a fifth cousin to the late Colonel.—*Nashville Southern Lumberman.*

THE Russians want to get into Germany and the Germans yearn to get into Russia. And any one who likes to see people get their deserts will feel that no one should interfere with the Germans or the Russians in this instance.—*Philadelphia Evening Ledger.*



WORTH IT WHILE IT LASTED.
—Sykes in the Philadelphia *Evening Public Ledger.*

THE Maine election indicates that Ohio will provide the nation's next President.—*Newark News.*

BRYAN says he is a Democrat still, and on the subject of Cox he is a still Democrat.—*Baltimore American.*

WHEN Tennessee gave the vote to women she had no idea they would be mean enough to keep it.—*New York World.*

IT'S O. K. for a candidate to throw his hat in the ring, but it shouldn't be necessary to pass it around.—*Brooklyn Eagle.*

PERHAPS Senator Harding would put teeth in the Hague Tribunal to enable it more effectively to chew the rag.—*Columbia Record.*

BOLSHEVISM is essentially nothing more mysterious than another "get-rich-quick" scheme.—*Columbia Record.*

IT appears that righteousness in campaign expenditure now is determined by the weakest candidate's financial limit.—*Newark News.*

AN optimist is a fellow who takes a market basket when he goes shopping with five dollars in his pocket.—*New York American.*

THE ladies are hereby reminded that when they go to vote in November there will positively be no alterations, approvals, or exchanges.—*Newark News.*

TENNESSEE legislators have discovered that it is a lot easier to give something to women than it is to take it away from them after they have got it.—*New York World.*

THE attitude of most of us thoughtful Republicans seems to be that we're unalterably opposed to Article X, whether we know what's in it or not.—*Columbus (Ohio) State Journal.*

ONE reason why a hunger-striker always draws some public sympathy is that he is about the only striker whose strike doesn't cut off some one's else food and comfort.—*Kansas City Star.*

THE suggestion is now advanced that feminine voters be required to make affidavit as to their age. There seems to be no limit to the diabolical plots to which these antisuffragists will stoop. —*Nashville Southern Lumberman.*

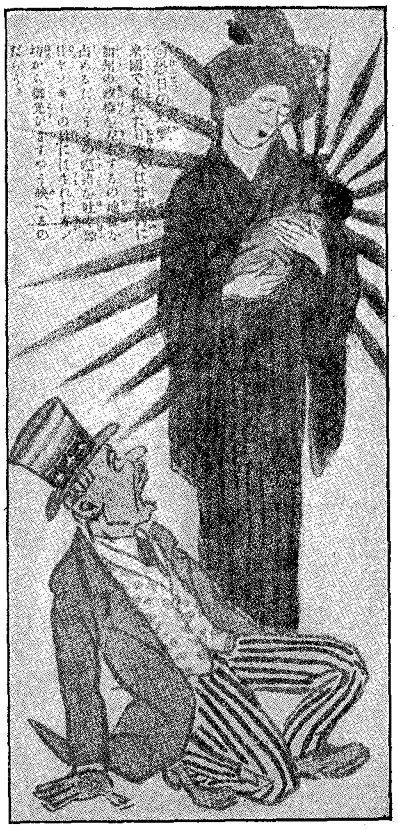
SENATOR HARDING has assured the workingman that he never said a dollar a day was enough for him; he has assured the farmer that he never said a dollar a bushel was enough for wheat. The barbers are now waiting to be assured that he never said a dollar was enough for a hair-cut.—*New York Illustrated News.*

FOREIGN - COMMENT

JAPANESE VIEWS OF CALIFORNIA

ANTI-JAPANESE FEELING in America is not confined to California, but prevails throughout the Union, say some Japanese editors who designate our Japanese problem on the Pacific slope as "a national issue." Tokyo dispatches relate that representative Japanese do not expect a permanent solution of the California problem until after the Presidential election. Meanwhile journals of moderate temper hope for a peaceable solution of the knotty question, and urge the Japanese people to be fair and reasonable, but firm in insisting on their rights. In newspapers of more emotional tendency we find a general condemnation of everything American, whether in the United States or in the Far East. Finally, some suggest as the only way out that the tide of Japanese emigration be turned away from the United States preferably toward South America. Among newspapers that hold this view is the Tokyo *Yomiuri*, which urges the authorities to "find a new sphere of activity for the Japanese," and adds:

> "In other words, a new development of the country's colonial policy is necessary. We do not refer to the commonplace coffee plantation in Brazil, where a man can get three or four yen a day at best. The present prosperity of California is due to the labors of immigrants of a century ago. Places which bid fair to become prosperous as California in a century are legion in South America. The Japanese need not cling to a place where they are disliked. We hope that the authorities will be kind enough to try and make amends elsewhere for what the Japanese may have lost in California. It goes without saying, however, that our legitimate rights against America should be asserted to the full."



"YANKEE, WHY DOES A BIG MAN LIKE YOU FEAR MY BABY?"

—*Puck* (Osaka).

The influential Osaka *Mainichi* is one of the journals that hopes the California Japanese question will be "approached and settled in a spirit of coolness and justice," for—

> "It is undesirable for either country that Japan and America should go to war over such a question. When the situation is considered from Japan's standpoint, there is ample hope that the question can be settled perfectly and in a manner consonant with justice and humanity. To be more particular, Japan should scrupulously observe the Gentlemen's Agreement, as she has done in the past, and see to it that no further emigrants are sent to America. In return for this, America should adopt no such laws as give further persecution to the Japanese already lawfully in America. The Californian agitators say that even if no further immigrants come from Japan California will be practically occupied by the Japanese. It needs no words to show that this plea has no foundation in fact. It is, however, the influx of further immigrants which is really dreaded by the Americans. We have no hesitation in urging that the cause of their alarm should be removed by refraining from forcing any further emigrants on America, for it is contrary to international etiquette to send emigrants where they are disliked."

If the Californians wish Japan to send no more emigrants and strictly observe the Gentlemen's Agreement, there is no reason, in the *Mainichi's* opinion, why Japan should not do so. Recently, it is recalled, Japan voluntarily prohibited the issue of passports to "picture brides," and when this practise, which is recognized in the Gentlemen's Agreement, is abandoned, it will be impossible for the Japanese residents in America to continue their rate of increase. But the *Mainichi* points out that—

> "If American complaints relate to the increase in the number of American-born Japanese, we can only say that Japan is not concerned, for they are American citizens, and both foreigners and Japanese admit that they are more American in sentiment and manners than Japanese.
>
> "For these reasons, if California proceeds to subject the Japanese already there to any further persecution, there will be no extenuating circumstances, and the action will be stigmatized as being entirely contrary to the principle of equity and humanity.
>
> "The only concession which Japan can make with regard to the anti-Japanese question is strictly to observe the Gentlemen's Agreement, and to declare that she has no intention of sending any further emigrants to America. In return for this concession Japan should ask the abolition of discrimination against the Japanese already in America, including modification of the existing land-ownership law. The new law under contemplation is extremely anti-Japanese, and we should offer the strongest opposition to it."

The *Mainichi* suggests further that the Californians should consider the question quietly and should remember that—

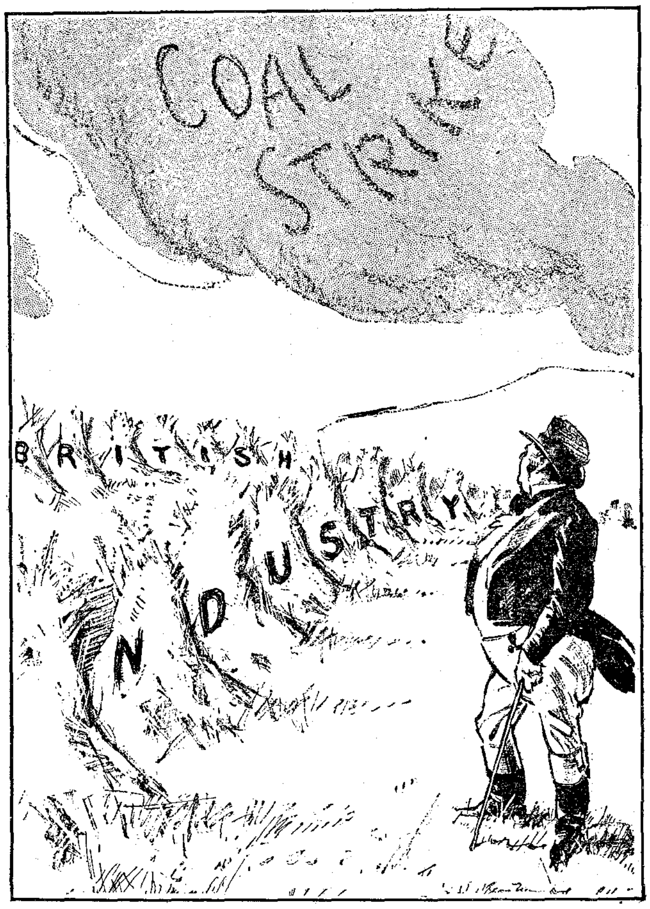
> "Many Americans admit that Japanese, whether as individuals or citizens, do not encroach on the living of Americans, and appreciate their industrious efforts in opening up the natural resources of California. As to the question of assimilation, the Americans should remember that they themselves deny the Japanese opportunities for assimilation. If the Japanese residents are neither denied the right of naturalization nor discriminated against legally and socially, they will make as good immigrants as Europeans. If the Gentlemen's Agreement, which prohibits the emigration of undesirable men from Japan to America, is strictly observed and if the Japanese Government gives an official assurance that no more emigrants will be allowed to go to America, why should the Californians impose on the Japanese injustice and humiliation such as has never been recorded in history?"

Japan is "inferior" to America in regard to wealth, it is admitted, but the history of the Japanese is "marked by too great a racial pride to allow them to brook the humiliation placed on them," and the *Mainichi* proceeds:

> "Let us declare that if the Californians reject even the concessions which Japan is prepared to make and do further wrong against her people, the responsibility for the consequences shall be borne by the Californians. We propose to make a proposition which fully respects the *amour propre* of the Californians. If they violate our *amour propre*, it goes without saying that the just people of the world will not side with them. While earnestly wishing that the Californians will carefully reconsider their attitude, we hope that the Japanese Government will calmly and seriously conduct negotiations with the American Government along the lines indicated above."

The Tokyo *Yorodzu* lays all the blame for the present situation on the fact that Japan is the victim of "weak-kneed diplomacy," and it explains:

> "The Californian land-ownership law of 1913 was a great insult to the Japanese. Owing to that law it became impossible for the Japanese in California to buy land or to lease land for a period of over three years. If a great diplomat had been in the service of the Japanese Government and if the Japanese people had been determined not to brook the insult, it must have been impossible for Japan to tolerate the operation of the Californian law. . . . . . .
>
> "If one country is weak-kneed in diplomatic negotiations, the other parties usually become more exacting in their attitude. If one unreasonable demand is entertained, there will be made further unreasonable demands. As Japan put up with the insult attaching to the land law of 1913, the Californians now propose to enact a more stringent anti-Japanese law. It is proposed to prohibit the Japanese from owning land in the name of their American-born children, and if the prohibition is violated, the property of the offender is to be confiscated to the State. If the proposed law is adopted, the majority of the influential Japanese in California will be deprived of their property. Is this not a serious problem relating to the right of the Japanese? Indeed, it is a question of life or death to the seventy thousand Japanese in California. Their aggregate property is productive of two hundred million yen worth of goods in a year. This is the result of their long years of labor. It is impossible for the Japanese to see it being captured by the Americans.
>
> "However, Japanese officials are worshipers of America, and are indifferent to a question which has a serious bearing on the national right of the country."



THE GATHERING CLOUD.

JOHN BULL—"If that storm breaks—Heaven help the country!"

—*London Opinion.*

The Tokyo *Asahi* does not think that the American Federal Government can easily interfere in the proposed anti-Japanese legislation in California, which it calls "a very painful and regrettable matter to the Japanese," so that it believes—

> "The only ray of hope lies in the extraordinary severity of the proposed law, which causes us to wonder if the proposal will not be defeated at the polls on the occasion of the general election in November. Even those who are in favor of the anti-Japanese movement may not impossibly hesitate to support the cruel provisions against the Japanese. Indeed, if the Californians understand the principle of justice and humanity, they should think thrice before voting for the proposed law. This is the only source of hope for us. If they are no longer alive to the sense of morality, we can say nothing."

The Tokyo *Mainichi* drops into a theological vein:

> "What right have the Americans to exclude the Japanese? God gave America to humanity as a whole, not to the Anglo-Saxons alone. It is against the will of God for a particular race to monopolize a land of America's natural resources and exclude other races. God has not given the rich resources of America to the Americans alone. If a god is so partial as that, it is a devil masquerading in the name of god.
>
> "Primarily, land resources are a common property of mankind. The globe is for all mankind, not for a particular race alone. A land with large resources is under the obligation of supporting a large population, and the inhabitants of a region lacking in resources has the right to emigrate to other places richly endowed by Nature. This right has been given to mankind by God, and in emigrating to America the Japanese are only using it."

CHEAPER COAL DEMANDED BY BRITISH MINERS

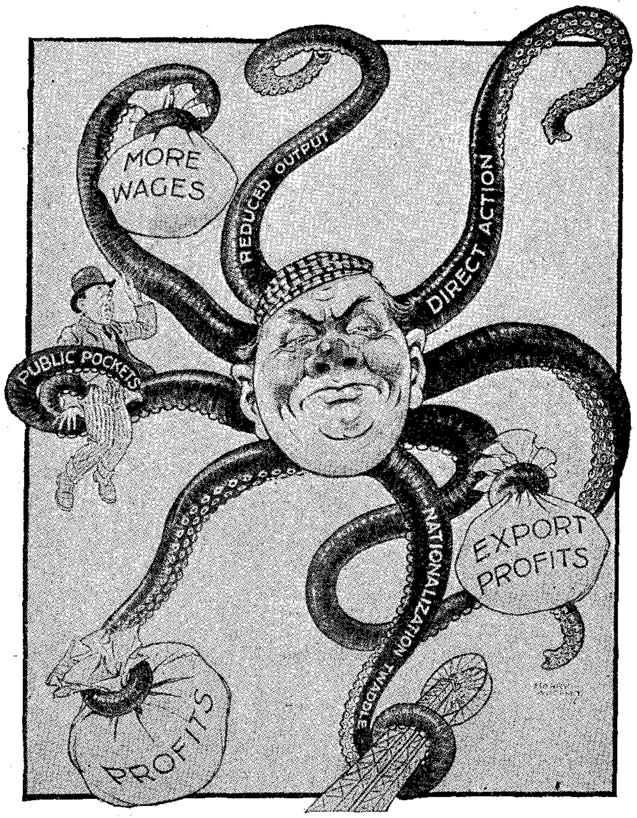
REDUCED COAL-PRICES for consumers as well as increased wages for themselves are demanded by British coal-miners, ready to strike to gain both objects. This dual demand is recognized as something new in the fighting tactics of British labor organizations. It won the official support of the "Triple Alliance," which includes railway- and transport-workers, and of the representative Trades-Union Congress, so that the labor array behind the strike vote taken by the Miners' Federation is exceptionally formidable. Will British public opinion be captured by this form of appeal? The date fixt for the strike will have passed before these lines are read. Whether the strike be averted by further negotiations or not, it is worth study as a revelation of the present critical labor situation in England, where journals representing all shades of opinion agree that this labor challenge to the present Government involves fundamental national policies of world-wide significance. To many papers it is a camouflaged Bolshevik attack on industry and government; while labor partizans tell the public, "the fight is yours."

The miners demand a maximum increase of two shillings a shift and the reduction of fourteen shillings and twopence in the price of a ton of coal to the consumer; the former to approximate the miner's advanced cost of living and the latter to help reduce the consumer's cost of living. They contend that the coal industry can well bear both claims. They insist that no costs of production justified the government policy of raising the price fourteen shillings and twopence in May, 1920. According to *The Labor Herald*, "The coal-trade is yielding a surplus of sixty-six million pounds after paying the mine-owners more than double their average profit for the last five prewar years, and the miners' proposals would absorb this surplus—and also would kill the plot to send up prices still higher." *The New Statesman* takes pains to explain the issue thus:

> "It is, broadly speaking, whether the enormous profits on the sale of exported coal at the present scarcity prices are to be applied, as now (subject to a levy on them by the mine-owners), to the relief of taxation, or whether they are to be used partly for the reduction of domestic coal-prices and partly for an increase in miners' wages. There are thus four claimants for a share in the surplus: the coal-owners, who are at present adding from ten to twenty per cent. of it to the profits of the industry; the taxpayers, who are at present getting the greater part of it, the domestic consumers, and the miners. The two latter are at present getting no share in it at all. So far as the coal-owner is concerned, his claim to the present share in what the Government terms a 'windfall' is clearly not made out, and the miners have an unanswerable case for a redistribution of this part of the surplus. The share which they themselves can claim depends on the question whether or not their present wages are to be considered adequate—the position being that, despite increased wage-rates, the average miner is very little better off

than he was before the war. It is obviously a point which admits of argument and negotiation, but no attempt whatever has yet been made to argue or negotiate about it.

"The question as between the taxpayer and the consumer is much more difficult. Under present conditions, if the surplus on the sale of exported coal is devoted to the relief of taxation the relief goes mainly to the richer sections of the community; if it is devoted to a reduction in coal prices, the poorer sections share in it to a much greater extent. This does not prove either method to be the right one, but it explains the difference of view between the miners and the Government, and shows plainly that on such a point there ought to be room for argument and, probably, compromise."



THE OCTOPUS OF LABOR
"Mine—all mine!"
—*Bystander* (London).

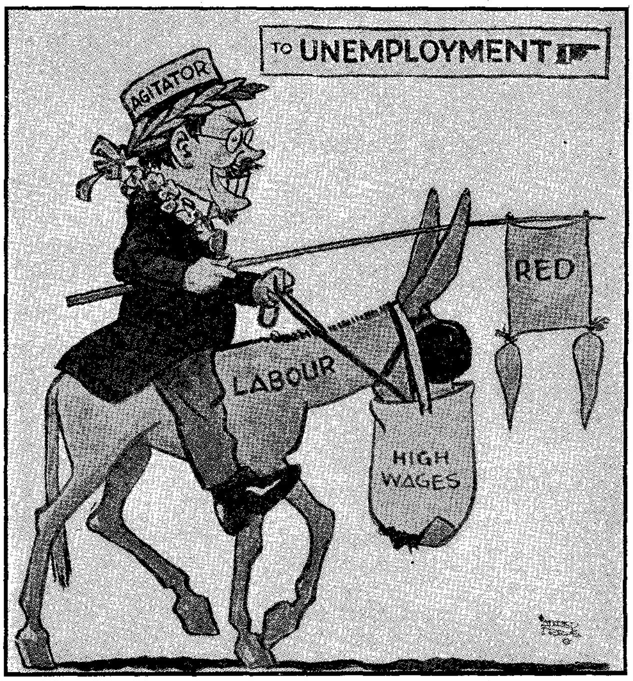
The underlying issue, we read, is a fight for and against a return to the prewar system of private control of the mining industry, which is still under a form of war-control. A previous strike was averted by Lloyd George's appointment of the Sankey Coal Industry Commission, whose majority report severely criticized conditions in the industry and favored public ownership and a system of control. But the Government enacted a Ministry of Mines Bill protecting the principle of private profit. Hence, whatever the nominal issues and evasions, the real struggle continues to be concerning the way in which the industry is to be owned and controlled.

The miners' leader, Frank Hodges, makes much of the contention that by agreeing with coal-owners to walk out together from the network and complications of government control and then exploiting the world shortage of coal, huge profits would be shared. "We shall not take this course," he says in *The Clarion.* "It is unsocial; it is immoral. We will fight for our interests as producers in such a way as will not impose an additional burden upon the rest of the community."

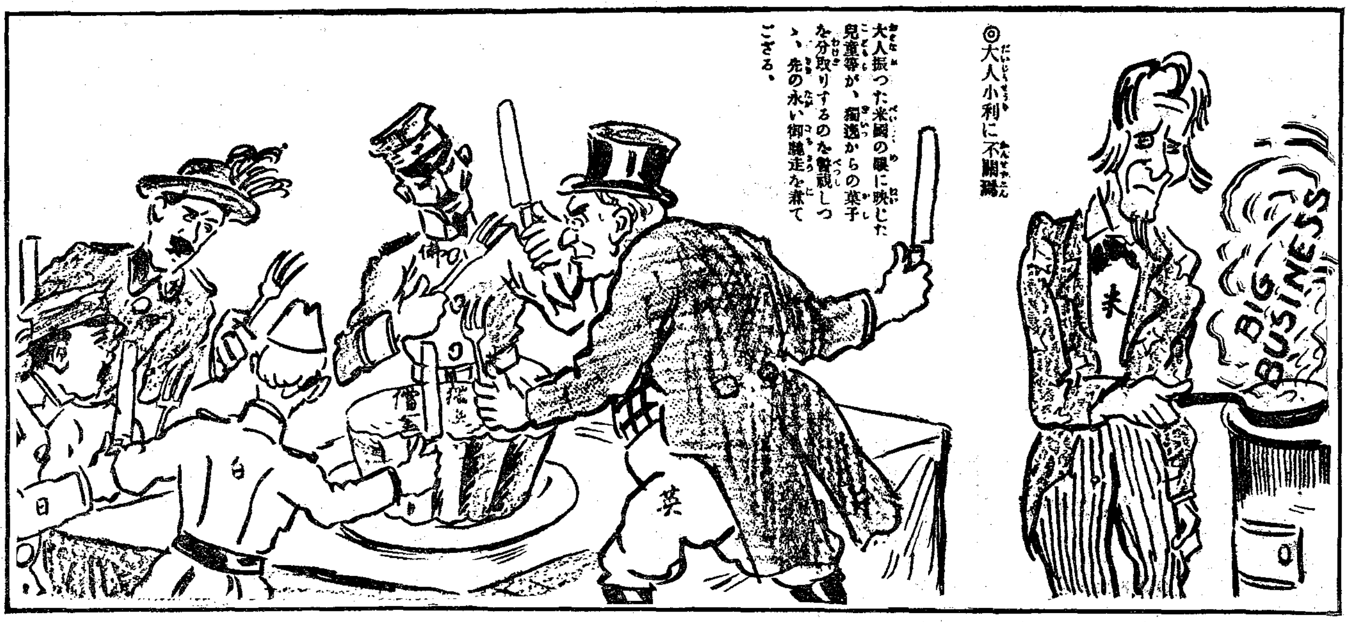
For the Government Sir Robert Horne, President of the Board of Trade, declares that the policy determined by the House of Commons is that the consumer ought to pay for the coal he uses as much as it costs to get, and that the profits on coal sold abroad should be used, as excess profits, in reduction of taxation. With regard to wages he urges that the miners' claim should go before an impartial tribunal; but if that tribunal grants more wages to the miners, the advance must go on the price of coal. *The Westminster Gazette* emphasizes the first o these government statements by saying, "We have taken drastic steps to insure that the exceptional profits which arise out o unusual conditions shall not go to the pockets of the coal-owners but to those of the nation. Is there a better case for making them the perquisite of another, even if a larger, section of the people." The London *Standard* believes that the Governmen would be willing to grant a percentage increase of wages based on output if the miners would only drop their double demand "There is no prejudice against the miners as men seeking to improve their position; there is, and must be, a prejudice agains them as men seeking to enforce a political scheme by holding the community to ransom."

An overwhelming majority of the London press urges upon the Government "no compromise." Public opinion will stand by says the representative *Daily Telegraph*, seeing that "the crucia test has now come, and that this time what is really at stake is whether the trade and industry of the whole community are to be subject to the perpetual blackmail of that revolutionary minority in the powerful trade-unions whose motives are, from first to last, of a political character, and whose deliberate aim is the subversion of the existing social system." Likewise th substance of many editorials is exprest in the weekly London *Outlook* when it says:

"To yield to the miners' claim is to abdicate. The miner are in effect demanding that their Federation shall become par and parcel of the Government, and indeed direct the Government. They claim that certain sums earmarked for th Exchequer shall be partly handed over to them as wages and partly applied to reduce the price of coal to the domestic consumer. This is described by Mr. Smillie as the most unselfish demand ever made by a trade-union. It is certainly the mos audacious, and if the precedent were established there is n limit to its extension. The miners at present content themselves with a demand for an indirect contribution by the taxpayer to their wages. Tho indirect, it is, of course, none th less real; the millions looted from the profits on exported coa have to be made good out of general revenue. But if thi demand were conceded, it would not be long before further claim would be made which could not be thus satisfied, and the principle would be extended so as to make the taxpayer directl chargeable. Such pretensions can not possibly be recognized To recognize them would mean the dissolution of society as w know it, and they are put forward with that object."



THE END OF THE JOY RIDE.
—*Bystander* (London).


◎大人小利に不關焉
大人振つた米國の眼に映じた兒童等が、獨逸からの菓子を分取りするのを瞥視しつゝ、先の永い御馳走を煮てござる、
BIG BUSINESS
英
米

AS JAPAN SEES AMERICAN ALOOFNESS.

While the European nations squabble, Uncle Sam fries the fat of big business. —*Puck* (Osaka).

NEW AMERICAN INTEREST IN EUROPE

EVERYWHERE IN EUROPE alert Americans are found to-day, not as mere tourists, but on serious occupation bent, and their presence contradicts the easy conclusion on both sides of the water that Americans are reverting to "isolation" or are indifferent to the plight of Europe, writes Mr. Herbert Bailey in *The Westminster Gazette.* Not only does one meet as many Americans as Englishmen in Paris, and in Berlin Americans outpacing Germans on the Unter den Linden, "but, in truth, from a Warsaw stricken with typhus to an Armenia where life is cheaper than living, from a Rome anxiously listening to the distant murmurs of revolutionary fervor to a Constantinople aroused from out of her Eastern slumber by the clamor of Western arms and policy, where, before the war, Americans were once regarded with much of the curiosity and some of the amazement with which one would meet a reindeer in the sands of Arabia, they are to be found in numbers almost equal to those of our own people." What are these Americans doing? Mr. Bailey answers:

> "There are many whose interest in Europe is purely commercial or strictly financial. Some are extending the business of American firms, establishing new industries, or buying and invigorating with American methods once-decaying enterprises. Others, watching the fluctuating rates of exchange between Europe and America with all the anxiety with which a mariner consults his barometer in a storm-menaced sea, are buying securities, such as German municipal bonds, shares in European firms, and investing in produce and products that can be profitably transported from one European country to another. Romances of rapidly accumulated fortunes are told and retold wherever these Americans gather around their cocktails in the evening, but not, indeed, without the sad accompaniment of regrets of those who have chances lost and opportunities unseen. Then there are the representatives and workers of a variety of philanthropic or political organizations, whose attempts to alleviate European suffering did not come to an abrupt end with the close of the war. The Red Cross still has its men in every corner of Europe and the Middle East, fighting disease and repairing devastation, while American diplomatic and reparation commissions watch with prying eyes and open minds the movements and tendencies, the intrigues and deceptions, of European politics."

But "emphatically the most ubiquitous and certainly the most powerful of Americans in Europe and the Middle East to-day are the correspondents of the principal American newspapers," according to Mr. Bailey, who was a war-correspondent to the London *Times*, London *Mail*, and the Philadelphia *Ledger*, and he adds:

> "From Moscow to Cairo, from Teheran to Madrid, the watchful and critical eye of the American correspondent surveys the fortunes of Europe and the Middle East. The policy of Lenine, as expounded by himself in the Kremlin, the Nationalist uprising in Egypt, the follies of Poland, and the vicissitudes of German governments have been recorded in thorough detail for the amusement or enlightenment of the American over his fruit at breakfast or in the underground railways of New York in the evening. The American in Europe, too, has his morning newspapers. Two American daily journals are published in Paris whose intrepid revelation of many of the secrets of governments and whose fearless criticism on current affairs have been among their best services to the people of Europe. Now, it is obvious that these extensive services of American newspapers in Europe are run at a cost particularly considerable when compared with similar services in the United States. The correspondents are among the best-paid of newspaper men, the upkeep of offices is heavy, and the cable tolls enormous. Yet the editors and business managers of these journals are shrewd business men, who spend money only as a profitable investment, and whose interpretation of what the American people desire to read is the product of long experience and acute prescience. Their only justification, indeed, is that the Americans are and will remain interested in Europe, and that a close observance of European and Asiatic affairs is an essential and important part of the life of the citizen of the United States. . . . . . .
>
> "The greater the amount of American capital invested in Europe the more involved must the State Department become in European affairs. No Government can stand with folded arms and silent tongue if the country's business men abroad demand protection from injustice or foreign discrimination. Nor can the United States affect indifference when the workers of her philanthropic societies are captured or ill-treated in the perilous zones of Europe and the Middle East at the same time that foreign correspondents of her newspapers are fostering and guiding the interest of American people in the Old World."

The American, Mr. Bailey finds, views European diplomacy distrustfully. "That the Americans invoke a standard of international morality in judging Europe that is amusingly virtuous to the Englishman who knows the internal politics of the United States is certainly true. But this blunt fact remains, that the attitude of the people of the powerful United States is being influenced by these observers in Europe." Noting, too, that the inclination of Americans abroad is to hold Great Britain to higher professions of international morality than some other nations, Mr. Bailey tells his countrymen: "The wise diplomatist will recognize that our reputation in America is of greater importance than a temporary advantage in Europe and Asia, and that the days when we could afford to ignore the opinion of the people of the United States were engulfed and lost in the maelstrom of the late war."

AFTER-WAR DRUNKENNESS IN ENGLAND

A STRONG REACTION from the notable decrease in convictions for drunkenness which began in the latter months of the year 1914 and persisted through the years 1915, 1916, 1917, and 1918, is revealed in the Blue Book of Licensing Statistics for 1919, remarks the London *Daily Telegraph,* which says that the total number of convictions for drunkenness in England and Wales in 1919 was nearly double the figures for 1918. The reaction, it is pointed out in the Blue Book, began in the middle of the year 1918, and was at first "gentle and hesitating." It gathered force early in the year 1919, and from March onward the figures for every month, with the exception of October, exceeded those for the preceding month by percentages which were never less than five and rose to thirty-four as between December and November, and forty-eight as between March and February. Compared with the corresponding months of 1918, the figures for every month in 1919 from March onward showed increases varying from five to three hundred and eighteen per cent. In September, 1919, the convictions were nearly three times, in November more than three times, and in December more than four times as many as in the same months in the year 1918. On the other hand, December is the only month in 1919 which shows figures exceeding one-half of those for the corresponding month of 1913, the year in which the convictions reached the maximum recorded (188,877); and the other months range, in relation to 1913, from less than one-half to less than one-fifth. The appended figures give the convictions for drunkenness during the years 1910–19, and *The Daily Telegraph* reminds us that Greater London consists of the Metropolitan Police District and the City of London.

ENGLAND AND WALES

1910................	161,407	1915................	135,811
1911................	172,130	1916................	84,191
1912................	182,593	1917................	46,410
1913................	188,877	1918................	29,075
1914................	183,829	1919................	57,948

NORTHERN ENGLAND

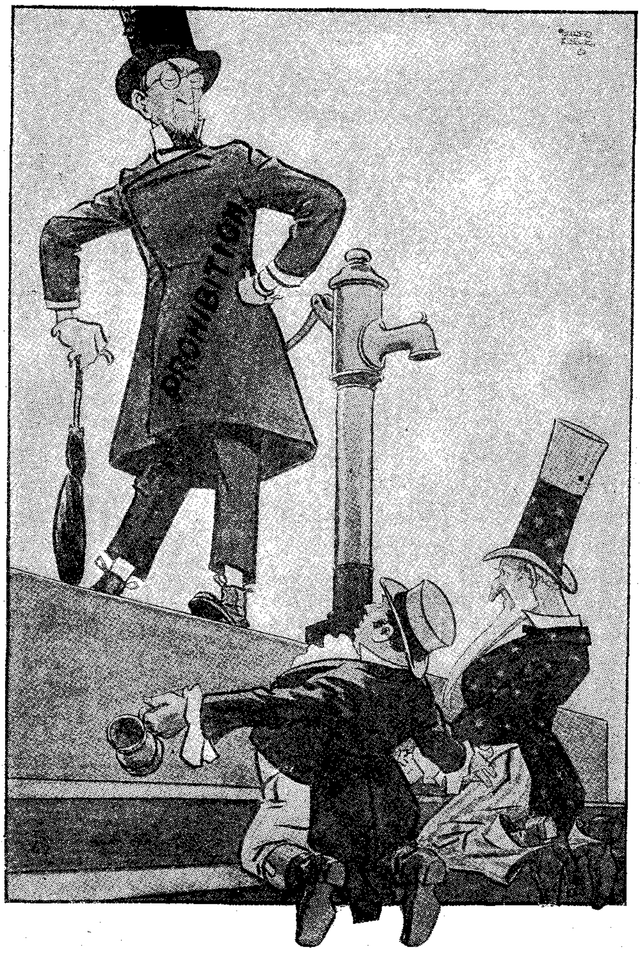
1910................	90,927	1915................	73,120
1911................	102,388	1916................	48,197
1912................	107,755	1917................	26,164
1913................	110,161	1918................	16,766
1914................	103,309	1919................	32,876

SOUTHERN ENGLAND (EXCLUDING GREATER LONDON)

1910................	12,247	1915................	10,855
1911................	13,844	1916................	6,600
1912................	14,918	1917................	3,413
1913................	13,228	1918................	2,170
1914................	12,865	1919................	4,019

GREATER LONDON

1910................	49,167	1915................	51,836
1911................	55,898	1916................	29,394
1912................	59,920	1917................	16,833
1913................	65,488	1918................	10,139
1914................	67,654	1919................	21,053



THE ALL-HIGHEST.

Cold water, 'tis of thee we sing,
And may there be a frightful slump
In Beer and all that kind of thing,
And Heaven bless the Parish Pump!

The heifers roaming o'er the lea,
The sheep that munch the new-mown hay,
Are Water-drinkers all, and we
May hope in time to be as they.

The ape and tiger drink no beer,
Nor does the hippopotamus,
And what is good for them, 'tis clear,
Should be quite good enough for us!

—*Bystander* (London).

In some general comments on the statistics of drunkenness the Blue Book observes:

"There is in these records of convictions for drunkenness an the movements shown therein a great wealth of material fo research into the problem of public drunkenness and its causes consequences, and cure. Bu the enterprise is long and difficult, and, to be successful, ough to march with practical administration and experiment. Mor or less superficial manipulatio of the figures and facts on pape has all the dangers and sterilit of mere speculation. Out o the many and various contributory circumstances it is almos impossible and extremely unsaf to isolate this one or that one or this or that group, and call i the cause of the particula movement which may be unde consideration. Some of the circumstances or causes — whic operated at different times, i different ways, and in differen degrees in different districts–may be stated as follows: Ther were more men at home, and fewer of them in khaki, mor policemen (and those less overworked) available for street duty more hours for drinking, mor (and stronger) liquor, more ligh in the streets, more money, mor leisure, less self-control, les appreciation of the fact tha drunkenness 'matters' now the war is over, less readiness to realize that the progress toward general sobriety won during the war ought to be carried on in peace time, and lack of adequate equipment for driving that poin home."

The Blue Book provides contrasting tables, which show the convictions of men and women separately for each month of 1919, and *The Daily Telegraph* points out that—

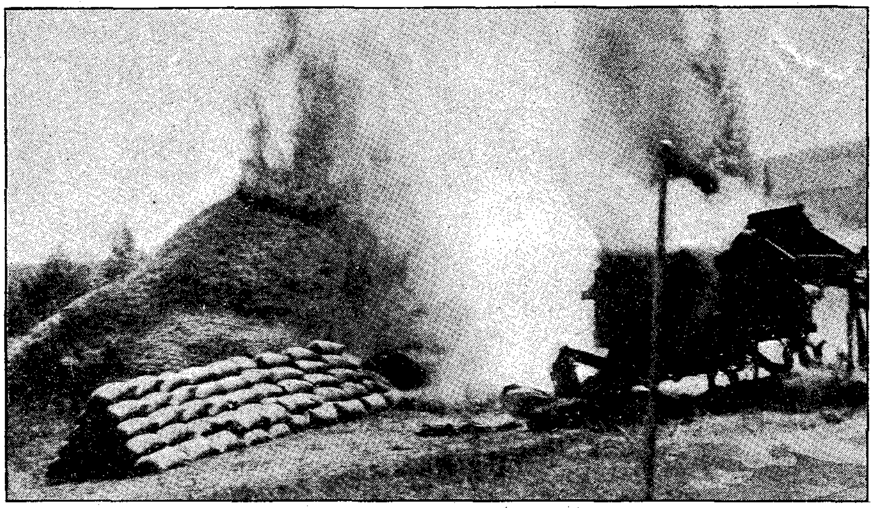
"Of the total number, 81 per cent., or 46,765 convictions, related to men, and 11,183, or 19 per cent., to women. In relation to the estimated number of persons of twenty-one years of age and upward in 1919, the figures represent, for men, 50 per 10,000, and for women 9 per 10,000. The figures for men are more than twice as numerous as those recorded in 1918, viz., 21,853, and exceed the total for 1917, viz., 34,103; those for women exceed the 1918 total of 7,222 by 55 per cent., but do not reach the 1917 total of 12,307. In both cases, the increase was continuous (with slight fluctuations) throughout the year."

Another feature of the problem, we are told, is the increase in the number of clubs, of which at the beginning of the year there were 8,049 registered, or 853 fewer than the highest previous total. It is estimated that during the year 1919 the number of registered clubs increased by upward of nine hundred and passed the previous highest total, that of 8,902 on January 1, 1915. The report states that the increase would seem to be due in some degree to the revival of old clubs after the war, and in greater degree to the institution of new clubs to maintain associations formed during the war.

SCIENCE - AND - INVENTION

EXPLOSIONS IN THE WHEAT-FIELDS

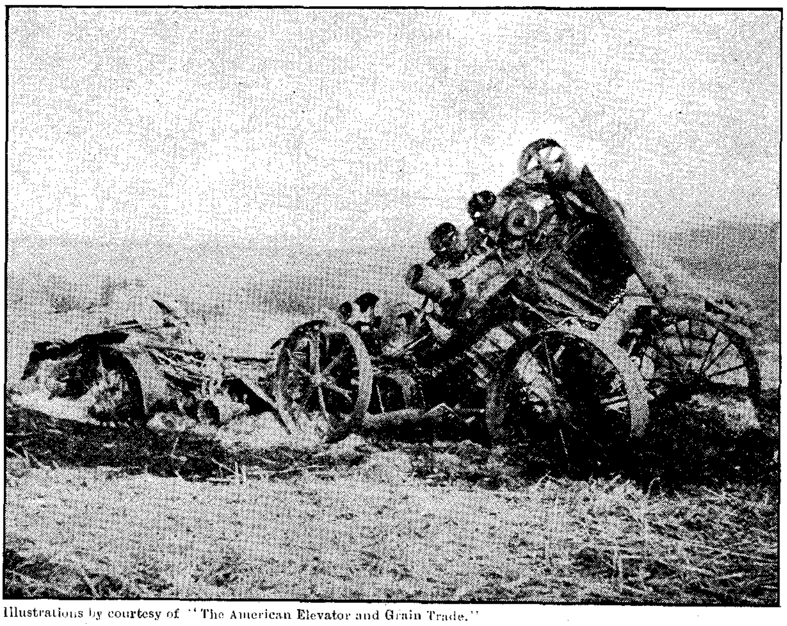
NOT IN THE DEVASTATED REGIONS of France or Belgium, but in the comparatively peaceful districts of Iowa or North Dakota, the accompanying pictures might well represent respectively the explosion of a TNT bomb and its results in the wreckage of a siege howitzer. As a matter of fact, they show the wrecking of a threshing-machine by an explosion of grain-dust and the ruin wrought thereby. The danger of fine dust as an explosive, when it is evenly disseminated through the air, was first brought to public attention in this country many years ago by the wrecking of a large flour-mill in Minnesota. Later, coal-dust was proved to play a major part in many mine explosions. It is now known that scores of substances quite harmless in mass become highly dangerous when pulverized and blown into the air, when each particle is surrounded by sufficient oxygen to burn it. Combustion, under these circumstances, takes place with explosive violence and may destroy lives and property as effectively as dynamite. Dust explosions on grain-threshers, and the experiments conducted by the United States Department of Agriculture with a view to their prevention, are described by Capt. H. P. Sheldon in an article contributed to *The American Elevator and Grain Trade* (Chicago). Says Captain Sheldon:



A GRAIN-DUST EXPLOSION IN A THRESHER IN THE PACIFIC NORTHWEST.

This remarkable photograph was not "staged." The camera was set to take a picture of the thresher in operation. At the moment the bulb was prest the explosion occurred, and the striking picture shown above was the result.

"Three great divisions of the United States Department of Agriculture, the Bureaus of Chemistry, Plant Industry, and Markets, are inclined to take some reports of bomb outrages with a grain of salt, and more than a grain of science. These bureaus have combined to investigate, and, if possible, control, the mysterious explosions and fires which occur in threshing-machines and which are known to the general public as 'dust explosions.'



Illustrations by courtesy of "The American Elevator and Grain Trade."

A DUST EXPLOSION AND FIRE DID IT.

Not a wrecked German siege howitzer, but a "combine" destroyed by a dust explosion and the resultant fire.

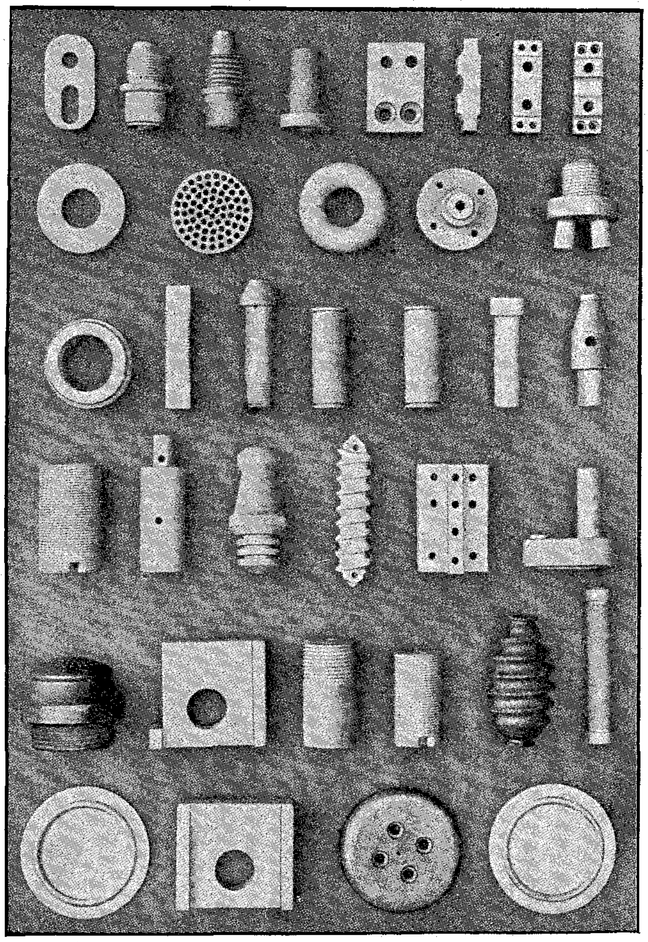
"Little enough has been written upon this interesting phenomenon, probably because only modern mechanical conditions are such as to produce the explosions with any frequency. With the adoption of high-speed machinery it is realized that the facts so long possest only by scientists must be placed at the disposal of the farmers and manufacturers who operate dust-producing machinery. The reading public can not realize how frequent these curious explosions actually are, especially in the wheat-growing sections of the Pacific Northwest.

"Last year, in the Walla Walla section of southeastern Washington, there were reports of approximately forty explosions and fires, the property loss involved being in the neighborhood of thirty-five thousand. In the Palouse region, also in southeastern Washington, but of slightly larger area than the Walla Walla, where smut and grain-dust explosions had been more numerous than in any other section in previous harvests, there were about forty explosions with a property loss of about forty thousand dollars. . . . . . .

"It seems advisable to describe more fully the factors which combine to produce a grain-dust explosion in a threshing-machine. The first ingredient necessary for the combination is smut, grain-dust, or a combination of both, as more frequently occurs, liberated in the separator during threshing operations. Aside from its unpleasant ability to get up one's nostrils and down inside a warm shirt collar, there is nothing to indicate that the dust is dangerous. But an explosion and fire result if a spark or flame is brought in contact with the proper amount of dust in suspension in the interior of the machine.

"That the preventive appliances, particularly dust-collecting fans, designed by the department investigators and the threshing-machine manufacturers, are efficient can not be doubted. There is no record of any explosion occurring in a machine that had been properly equipped with these devices, tho these machines were operated in the same section under conditions of high temperature, low humidity, and dust—all prime factors for the occurrence of dust explosions."

Most often, apparently, the source of ignition is static electricity, great charges of which are generated in the thresher itself through the action of racing belts, whirring cylinders, and passage of grain, straw, and dust over metal surfaces. In short, Captain Sheldon explains, the thresher becomes a huge dynamo, constantly making and storing electricity, which, unless given a closed metal path to the ground, will pass between metal parts or off into the air in the form of sparks. Or the necessary heat for ignition may be supplied by a spark produced by metallic or foreign substances passing through the machine; a heated bearing, the flame from a stray match, or the coal of a discarded cigaret. He goes on:



Courtesy of American Lava Company.

THE WIDE RANGE OF MECHANICAL SHAPES

To which lava lends itself is visualized in this group picture of lava products. Note in particular the clean appearance of the threaded parts and the close perforations attained in the disk.

"A great reduction in the number of explosions probably can be obtained by so wiring the machines as to carry to the ground accumulated charges of static electricity.

"Much success has resulted from the use of a fire-extinguisher adapted to grain separators, which in the event of fire not only saves the machine, but prevents the spread of the flames to near-by grain and straw. . . . . . .

"The scientists conducted special experiments with devices intended to remove smut dust and dirt from the grain. In brief, the principle applied was that of dropping the wheat grains through an upward moving current of air, the wheat being of sufficient weight to continue its downward journey, while the lighter particles of dust responded to the air current and were carried along a tapered pipe and deposited in a chamber with a trap bottom, so that when a sufficient weight of refuse had been collected the bottom would open automatically and drop the contents into a sack attached below. . . . . . .

"The outstanding features of the work accomplished by the departmental investigations in the wheat-fields prove that better types of fans have been perfected and that their use is unmistakably beneficial in preventing fires and dust explosions.

"As a result of a recent conference in Seattle between representatives of the Department of Agriculture, Washington State fire officials, and representatives of insurance companies and underwriters' associations, recognition will be given by these insurance interests to the devices recommended by the Department for the prevention of explosions and fires in threshing-machines. This has resulted in a twenty per cent. reduction of insurance rates on machines in the Pacific Northwest properly equipped with a dust-collecting fan, fire-extinguisher, or wiring system. The former rate on machines has been practically prohibitive, being ten to eleven dollars and fifty cents per hundred. . . . . . .

"Additional experimental work further to develop field-smut collectors and grain-cleaners is necessary, but the manufacturer and wheat-grower will find much of immediate interest and value in Department Circular 98 regarding the installation of dust-collecting fans on threshing-machines."

LAVA THAT NEVER SAW A VOLCANO

THOSE WHO KNOW that the tips of gas-burners are made of "lava" generally assume that it is the normal volcanic product. The word as here used, however, is merely a trade-name for a non-metallic mineral substance made from talc or soapstone. The author of a descriptive article in *Raw Material* (New York) defends the name on the ground that the product has been subjected to such high temperature that no ordinary heat can affect it subsequently. The processes through which it passes result in such extreme hardness that it can not be cut except by diamond and it would take more than two thousand degrees to make any impression on its resistance to temperature. Moreover, he says, "lava" has become a generally accepted commercial trade-term. He continues:

"The raw talc or soapstone is machined in its natural condition and then treated and baked under certain conditions of time and temperature (about 2,000° Fahr.) to a condition of such extreme hardness that, when properly kilned, it practically can not be cut. Having been burned at a temperature of 2,000 degrees, the material is unaffected by any subsequent temperature short of that heat, and it is therefore impervious to any heat that it may be exposed to, when used in the construction of arc lamps, rheostats, electric-heating apparatus. 'In fact,' avers the American Lava Company, Chattanooga, Tenn., one of the largest manufacturers, 'under any conceivable circumstances a lava insulator would withstand a far greater heat than the conductor which it protects.'

"It fuses with difficulty under a strong blast flame and has no superior in withstanding the electric arc. It is only slowly attacked by hydrochloric acid and is not affected at all by other acids or alkali. It is absolutely free from metal oxids or other impurities that might impair its insulating value. The organic permanency of this natural product renders it immune from variations in structure or composition. Atmospheric influences can not affect it, thus eliminating swelling or shrinkage, and the negligibility of its coefficient of expansion with temperature imparts special value to lava in instruments calling for a fixt relation of their parts under all conditions. The color of finished lava is a light buff.

"Before being baked, the material is sawn, milled, drilled, turned, and threaded with the same freedom as metals and by tools of the same character. Lava products are turned out with the same degree of accuracy and interchangeability as those of a screw machine and without the necessity of first making dies or molds.

"For the ordinary run of work, the method of baking lava is much the same as with porcelain. Coal and coke ovens are used. For pieces of moderate size and for products calling for close control of temperature, so as to insure greatest possible accuracy and uniformity, the baking is done in an electric furnace or in a gas blast furnace. . . . . . .

"For a kilned product, lava offers unusual advantages in respect to uniformity and is superior to porcelain in this regard. . . . . . .

"The insulating properties of lava have gained for the mate-

ATTACKED BY THE SEA, UNCLE SAM IS FIGHTING TO PROTECT IT—THE HISTORIC BARNEGAT LIGHT.

rial wide use in the electric industries, where its ability to withstand high potentials is greatly appreciated.

"There are, however, many uses for lava outside of electric insulation. Being acid-proof and superior to porcelain and glass in heat-resisting qualities as well as in strength, it is for many purposes the most practical material, especially so as it can be turned cheaply in moderate quantities without the cost of dies or molds. It is frequently cheaper than wood, horn, fiber, or compositions of rubber. At times, it is also used in place of mica, lava being workable into shapes forbidden by the character of mica. There is a large variety of parts and shapes to which lava lends itself as the ideal basis material. . . . There are no standards of form, and lava manufacturers are prepared to submit samples of machined commodities, showing a wide range of methods. It is possible to produce any shape in lava, size being the only limitation.

"About six years ago suitable rock for the manufacture of lava products commanded a relatively high price, so much so that it induced the substitution of other materials. Since then improvements and economies in lava working have been achieved with the result that the price of lava products has now reached a point where they can compete successfully with those made of other raw materials. This is especially true of insulating devices. Costs are said to be one-half and in some instances one-fourth of what they were five or six years ago.

"It is interesting to note in this connection that in order to widen the scope of the use of lava, a secondary material is being successfully marked, appealing especially to buyers who must bear price in mind as a paramount consideration. This secondary product is known as 'Composition Lava' and consists obviously of the properly utilized scrap of primary lava. The method of manufacture consists of crushing, grinding, and reducing to an impalpable powder the fragments and small particles of the raw material described before. A suitable binder is added. The mass is then run through corrugated steel-rollers to insure homogeneity. Under high pressure the mixture is then formed into charges or cartridges and hydraulically prest. By changing the nipple of the press, rods, tubes, slabs, or any other shape is obtained. The material is air-dried and then stacked in dry kilns, operated by gas-blast, where the heat eliminates all moisture, and results in semihardening. The next step is the same as that to which products from the native stone are subjected: they are sawn, turned, milled, drilled, and variously machined. The final hardening process is the same as in the primary product, taking place under a heat of about 2,000° Fahr. Composition lava possesses practically the same insulating qualities and mechanical strength as the solid product. It is slightly more porous, lighter in weight, and of the same color. It is hard enough to cut glass. . . . . . .

"While the uses of lava so far lie chiefly in the electrical and gas-lighting and heating industries, where the incombustibility of the material is appreciated, its non-corroding quality, hardness, and resistance to most other deteriorating influences bid fair to create a steadily expanding market for it in the mechanical industries in general."

WHY LIGHTHOUSES MIGRATE

LIGHTHOUSES WILL NOT STAY PUT. The extreme variability of coast-lines and conditions makes it necessary to relocate them from time to time. This state of affairs has been emphasized of late by agitation against the removal of the historic Barnegat light, on the New Jersey coast, and the decision of the Government to build jetties to preserve it. In a "Geographic News Bulletin" prepared and sent out by the National Geographic Society (Washington), John Oliver La Gorce calls attention to the changes made upon a shoreline by winds and waves, as brought out by a recent survey of the coast of New Jersey. The beaches, he says, are, for the most part, being driven back by the sea, and harbors that were accessible to coasters within the memory of men now living are being closed by the traveling drift. Most of the mouths of the streams emptying into the ocean have also been closed and salt-water marshes formed. He continues:

"In a description of the Jersey coast, published in 1879, it was stated that prior to the War of 1812 Old Cranberry Inlet was one of the best anchorages on the coast, and it afforded a safe harbor for American privateers on the lookout for British ships during the Revolution. It opened one night by the angry sea breaking across the beach, and during the last year of its existence as a harbor the whole channel drifted nearly a mile to the northward. Its closure, about 1812, caused so much inconvenience that in 1821 one Michael Ortley attempted to cut a new inlet near the head of Barnegat Bay. With the assistance of others it was finally finished; but the following morning, to the amazement of the voluntary workers, it had closed up again. Later, another effort was made to effect the same thing lower down the bay. The cut was completed July 4, 1847, the work being done by several hundred men under Anthony Ivens, Jr. The water was let in, and the entire community sent forth its thanksgiving, but quite too soon, for it filled up almost as quickly as the Ortley cut, so relentlessly was the sea's war carried on.

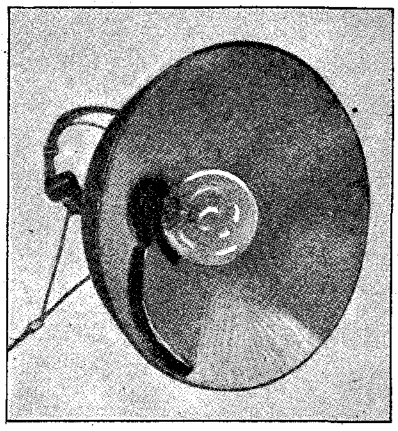
"A survey at Atlantic City in 1863 revealed the fact that in the course of but a few years the shore at Maine Avenue had lost seventy-six acres. True, most of this material was deposited in the lee of the point extending from New Jersey to Ohio avenues, causing an advance of the beach-lines at Pennsylvania Avenue of about one thousand feet and adding to this part of the plat some fifty-six acres, all in the brief space of a decade. This transfer of property from one riparian owner to another without consideration is not provided for in the statutes, but might properly be regarded as inequitable, especially to the original owner. However, no one has yet gone into court for an injunction against the sea for thus robbing Peter to pay Paul.

"When the lighthouse at Atlantic City was threatened in

1878, the United States challenged the sea by the construction of a jetty at the head of Atlantic Avenue. Thus was inaugurated a series of defensive works which have been continued from time to time by individuals, so that eighty-two additional acres have been reclaimed from the sea to the great benefit of the city as well as to that of the riparian owners; but they had to fight hard for every inch.

“The changes in the coast-line seem partial to no particular locality. At Ocean Grove, New Jersey, and at Point Pleasant investigation shows traces of tide-marks in places fully a mile inland. At Absecon houses now stand at a point that was low tide in 1850, while Sandy Hook is now nearly one and one-quarter miles northwest of its stated position in 1764, when the lighthouse there was built.

“The shifting of the sands of the seashore very often involves expensive litigation. In 1885 the counties of Atlantic and Burlington, of New Jersey, entered into an expensive litigation concerning the boundary between them. There was a dispute as to one of the corners of this boundary. It was stated to be, in the original survey, ‘the next inlet in the south side of Little Egg Harbor's most southerly inlet, and thence along the seacoast to the line of partition between east and west Jersey.’ But it could not be found in its original home when they went to look for it, thus bringing up to date the ancient saying about a rope of sand.”



PULL THE CORD AND CLEAN THE LAMP.

CHEMISTRY IN THE KITCHEN

EVERY HOUSE has its domestic laboratory of chemistry, which is more important than those attached to schools and colleges, because on the work done therein depend the comfort and health of all the members of the family. Yet from a chemical, not to say a physiological, standpoint these laboratories are badly managed. They are handled with lack of intelligence, cost far more than they should, are badly equipped, and turn out an inferior product. The chemistry of cooking, says an editorial writer in *Chemical and Metallurgical Engineering* (New York), so far as its practical application is concerned, is easy. The coordination of fats, proteins, and carbohydrates into a balanced ration may be learned in a short course in domestic economy, and thousands are studying it in fresh-water and salt-water colleges. How much of it they are learning is open to question. He continues:

“They may take the subject as a thing apart and apply their chemistry to ‘nutrition,’ but forget all about it when they think of a feast. The art of cooking is, indeed, much more subtle than the chemistry of rationing, and while the two are seldom wedded they are, indeed, parts of the whole and should never be separated.

“With all the immense sums that we pay for eating we are not very intelligent in the preparation of our food. In an essay lately published in *Harper's Magazine* it was suggested that if a committee of intelligent persons from another planet were to visit the earth for the purpose of reporting on social conditions obtaining among its inhabitants they might well declare to their celestial authorities that, so far as we Americans are concerned, we miss more than is reasonable in the selection and preparation of what we eat. The imaginary high commission noted that, generally speaking, men and women differed in their attitudes toward food, in that men care more for its taste and odor than for its appearance, while women care more for its appearance than for its taste and odor. Nevertheless, the preparation of food is assigned chiefly to women. Few women like to cook, and wherever it is possible they employ other women to do the work for them; and these other women have learned what little they know as a trade and not as a science or an art. The kitchen, they observed, is usually placed in the least desirable part of the house, and combined with it in the same room is the scullery, so that all the gross work of cleansing, peeling, and cutting up is made part of the cooking, whereby the least agreeable and the most honorable duties of the household are combined in one. Distinction and honor accrue to the art of the cook because what he or she prepares becomes part of our very selves.”

One of the reasons why living is so expensive, the writer goes on to say, is because persons have addrest themselves rather to selection of things prepared than to the selection of things to eat and their subsequent preparation. There are so little imagination and invention among cooks that they can make savory dishes only out of certain cuts of meat, while other cuts which cost much less could be made to taste better with the aid of intelligence and imagination. When we consider what the Chinese have done with the soy-bean we should hang our heads in shame, he says, over our own stupidity with vegetables. To quote him further:

“We know a man of science engaged in research whose salary was not increased in accord with the increase in living costs, and the problem of maintaining himself, his wife, and four children became a serious one. Fortunately his wife had a scientific turn of mind and had been through a course of ‘domestic science,’ so together they began to balance their rations from a chemical standpoint. They prepared the amount actually needed, and found that it was less than had been their custom, and at first they felt themselves on short rations.

“A few weeks' experience taught them, however, that they were eating all they needed, and this soon became all they wanted, while the family health improved.

“Then came the development of the art as such, the use of herbs, many of which were unfamiliar, a happy diversity of flavors, and a much broader field from which to keep up a constant change in things eaten than before. The result is a complete rationing of the family at no greater expense than before the rise in prices, and with it the greater satisfaction of every member.

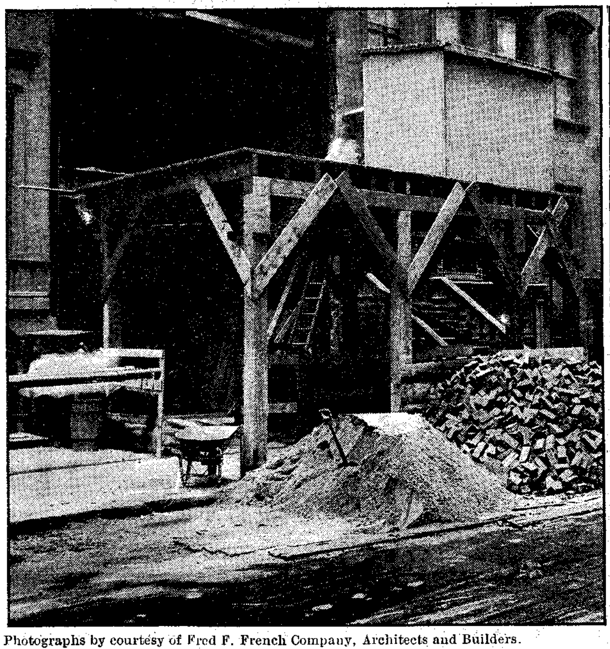
“The man and wife are, it is true, persons of rare and even unusual intelligence, and the results are what we may expect from the application of brains and intelligence to any problem. By thought and experiment they live better to-day at no greater expense for food than five years ago.

“We believe it would pay the proprietors of large hotels and restaurants to retain the services of chemists of the first rank; men of imagination and culture as well as of laboratory technology, to engage in research in the preparation of foods. There are bakery and flour-testing and butter-fat laboratories by the score, but these are not what we mean. We have in mind research and development in cooking, which includes baking and frying and broiling and steaming and roasting, with the use of imagination rather than the kitchen conventions in the selection and treatment of raw materials.”

PULL THE CORD AND CLEAN THE LAMP—Hereafter electric lamps may be cleaned—bulb and reflector both—merely by pulling a cord. Says a contributor to *The Foundry* (Cleveland, September 1):

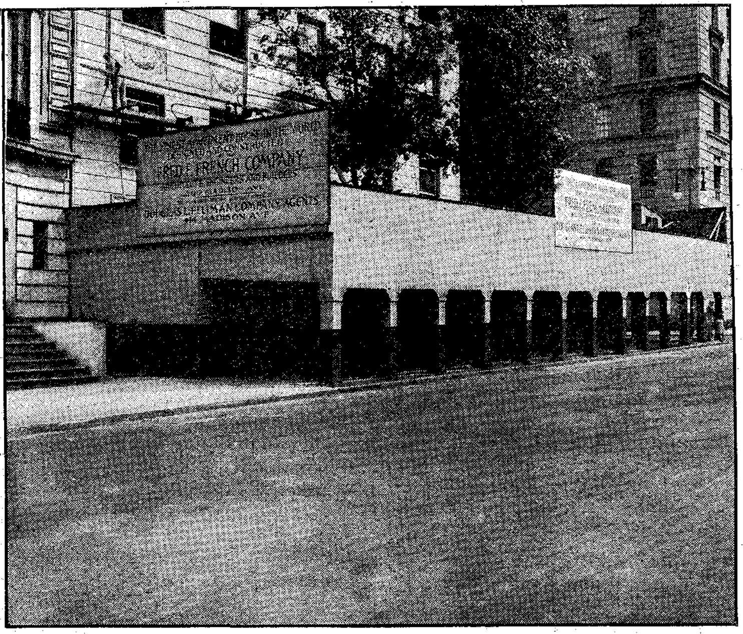
“Dust in the foundry soon covers any lighting equipment and reduces its efficiency, making frequent cleaning necessary to secure satisfactory results. In order to reduce lighting maintenance charges, the Associated Engineers Company, Chicago, has put on the market a device which cleans the lamp and shade each time the light is turned on or off. This device consists of two wiping blades; one rotates against the interior of the reflector, and one against the lamp bulb. As the stem switch is pulled, these two blades come into action, sweeping the dirt off both lamp and reflector by a complete revolution.

“The blades never reverse. Such frequent cleaning does not allow dirt to cake on the reflector, and the accumulation of a few hours is not sufficient to annoy workmen in dropping down on the work below. The tendency is rather for the finely divided dirt to float away.”



Photographs by courtesy of Fred F. French Company, Architects and Builders.

A "HORRIBLE EXAMPLE."



ECONOMICAL, DIGNIFIED, PRACTICAL.

OOD AND BAD SIDEWALK "BRIDGES"

SIDEWALK "BRIDGES" or "sheds" are the means provided in the law governing building operations in most large cities for the protection of the public. The New ork code requires that builders ". . . shall erect and maintain iring such work a substantial shed for the sidewalk in front said building and extending so far as practicable from build g-line to curb." Some persons are beginning to wonder why iese structures should be necessarily eyesores. Writes a conibutor to *The Evening Post* (New York):

"It has been customary for builders to keep strictly within e letter of the law as regards sidewalk bridges, and to put up a ed at the minimum cost, and only elaborate and substantial ough to 'get by' the building inspector. Recently among a w of the higher-class builders there has developed a tendency erect bridges of a more substantial and beautiful character, ther than barely to meet the requirements of the law. When is considered that tons of steel and other material are ored on top of the bridge, the wisdom of a reasonable 'factor safety' is appreciated. It is the policy of these builders store as much material as possible on the bridge and ithin the structure, rather than litter up the sidewalks nd streets. In this way traffic is not interrupted, and the edestrian is protected from dust, dirt, and even from physical jury. At the best a building operation is somewhat of a emporary nuisance to the neighborhood, all of which is tolerated for the sake of progress. The racket of the steel riveting, he banging of the hammers, the rumble of heavy loads coming nd going, are troublesome annoyances hardly to be abated; ut a substantially constructed sidewalk bridge is a mark of onsideration for the public and is accepted as an evidence of he fact that the builder is doing the best he can to subject he neighbors and passers-by to a minimum of annoyance. urthermore, the average building operation is as ungainly as a rowing colt, and the unsightliness of the customary sidewalk ridge goes to complete a perfectly horrible eyesore. It is vith these things in mind that the more progressive architects nd builders design and construct a substantial and artistic ridge. The architects and builders who have charge of these onstruction jobs are among those who include consideration for he public within their policy. Some builders have carried the dea almost too far and have incorporated in their work a lot of xpensive 'gingerbread,' which adds neither to the strength nor beauty of the bridge. This is apparently a needless waste of the owner's money. A simple, dignified, and substantial bridge is much to be encouraged."

HOW TO WASH DISHES

IN THE ARMY dishes are now washed by rule, it being believed that imperfectly cleaned tableware is responsible to a large degree for the spread of epidemics. A writer in *The Journal of the American Medical Association* (Chicago) says that during the great epidemic of influenza when the problem uppermost in the minds of hygienists and physicians was the prevention of infection, an army medical officer, after a thorough study in camps, became convinced that hand-to-mouth infection through the use of dishes after incomplete washing was in part responsible for the spread of this disease. He goes on:

"As a result, the whole process of handling food containers and dining accessories has been investigated in the army; and a recent number of *The Medico-Military Review*, issued by the Surgeon-General's Office, devotes considerable space to dish-washing.

"Physicians know that a dish may appear quite clean, yet at the same time from a hygienic standpoint be contaminated. As it is impossible to test every dish for freedom from bacteria, it is necessary to standardize the method of cleansing to insure freedom from gross dirt as well as from bacterial contamination. The two factors for cleanliness are soap and heat. In handling large quantities of dishes, dish-washing machines are used which, when operated properly, fulfil the requirements. Where such machines are not available, as in the ordinary home and in many hospitals, the method adopted in one of the camps would seem to have considerable advantage: The dishes are placed in large trays.

"Immediately after a meal, the food is scraped from the dishes, which are then scrubbed in the kitchen sink, hot, soapy water being used. After rinsing in hot water, the trays are placed in a tank or boiler which contains about two inches of water. The lid is placed on the tank and the water boiled about ten minutes.

"The trays are then lifted from the tank and the dishes allowed to dry by their own heat. This requires about two or three minutes, and eliminates the necessity of wiping with a towel. While the method is adapted particularly to army or institutional use, and may seem complicated for ordinary home purposes, it is, in fact, relatively simple. It is reported that the dishes after washing and drying by this method are not only clean but have a high polish."

The facts set forth above seem to an editorial writer in *The Electrical Review* (Chicago) to indicate the desirability of using dish-washing machines wherever possible.

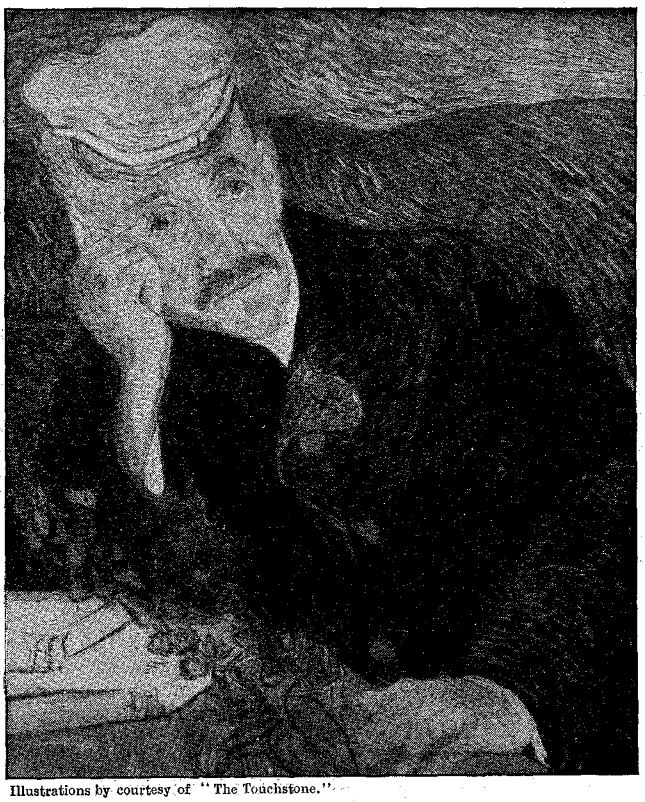
DEPARTMENT OF SCIENCE AND INVENTION CONTINUED ON PAGE 103

LETTERS - AND - ART

LITERATURE DRAMA MUSIC FINE-ARTS EDUCATION CULTURE

THE MAN WHO WOULD "PAINT THE SUN"

"GAUGUIN" BEING THE MAGIC WORD to-day among forward-looking painters and their followers, it is not natural that Gauguin's nearest of kin in paint, Van Gogh, should remain long outside the circle of admiration. Go to an exhibition and you will find all the young and knowing ones gathered about whatever products of these brushes can be brought together for public show. The pity is that, since so much of their "message" is pure paint, we can test their quality merely by means of photographic representations. "Van Gogh will never be contented until he has painted the sun," Gauguin once said of him; and this painter, according to Mary Fanton Roberts, "succeeded in driving his paint with an intensity that was like an actual intention of Nature." In describing a picture, says Mrs. Roberts, "he does not tell you of the figures or of the form, but always expresses figures and form in color." Of his painting called "Passengers Leaving the Boat on the Sand," he says, "There are two boats, rich rose, nestling in water of Véronese green, with gray sand all about and a little man, blue and yellow." To his friend, Emile Bernard, he once wrote, "Have you seen a study of mine recently made—a field of yellow wheat and a yellow sun pouring over the field? In this I have attacked with all my soul that terrific question of yellow, of sunlight." In these letters to Bernard, Mrs. Roberts, writing in *The Touchstone* (New York), finds other interesting bits that show the intense and colorful nature of the man:



Illustrations by courtesy of "The Touchstone."

VINCENT VAN GOGH,

Who expresses his gratitude to Gauguin, "who has saved on his canvases the exquisite loveliness of Tahiti women."

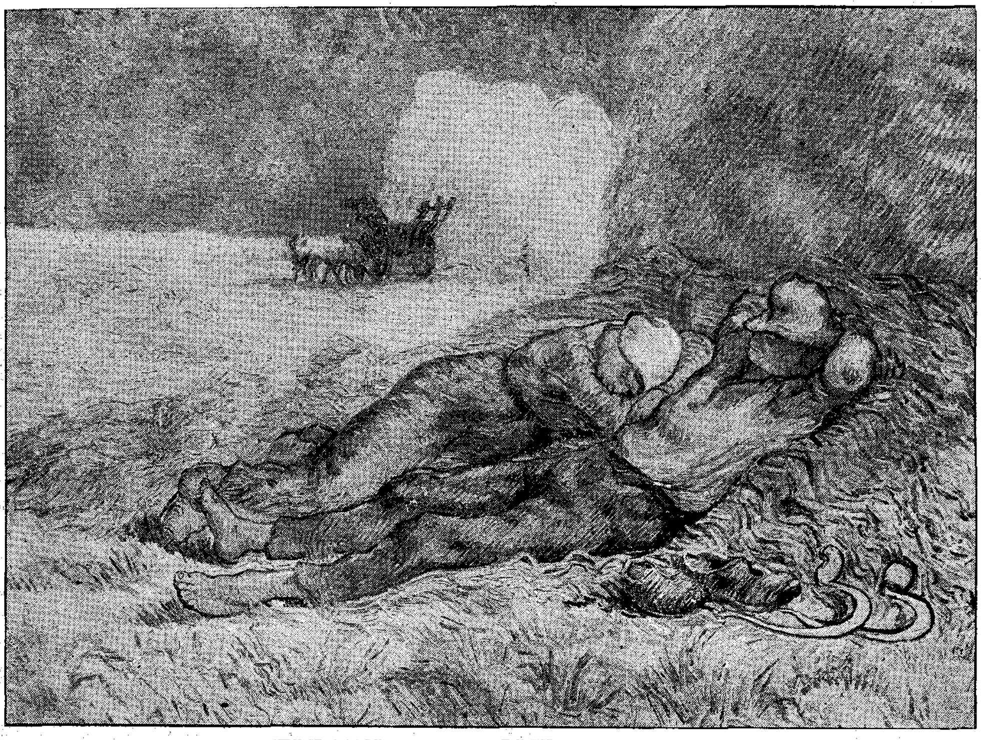
> "He speaks of Gauguin's visit to Arles. 'When Gauguin was here,' he said, 'I let my mind wander in distractions. I read old books, and philosophy seemed to speak with a lovely voice. But again Nature enchants me, and again I find myself face to face with a blank wall, and I set myself to battle with Nature body to body. Sometimes I decide that nothing will content me except to paint the stars, but actually I have been working out in the olive groves, seeking to contrast the very gray sky with the yellow earth, and adding a green-black note in the olive foliage. Sometimes the earth and the foliage are violently interlaced against the yellow sky. Again I find the earth orange and the sky a rose-green. And these things interest me more than all the philosophy in the world. At times I feel myself saturated with the air of the little mountains here, with the life of the shepherds and I see Life truly. And my ambition grows to become a part of the earth, of the wheat, the flowers, of the olive-trees that bloom—to make them live on my canvases. And I can tell you it is not easy to do.'
>
> "He also writes about the sanitarium at which he spent some time, evidently at Arles. 'Here,' he says, 'is a canvas w. I have before me this moment, a view of the park from sanitarium where I am staying. At the right is a gray terr several shrubs with rose-colored flowers. At the left a terr red-ochre—a terrace burning under the sun; a park plai with great pines, the branches red-ochre and the foliage a green. These trees are outl against the sky of violet su imposed on yellow—the ye turning to rose and the green. A wall of ocher a hill of violet and ocher. U the trees are stone seats, em A last ray of sun is exalted orange, a somber ocher re tion. Little figures, bl move against the tree-tru You will understand,' Gogh continued, 'that this g with the dark figure and orange-red produce a sensa of anguish, of a kind of suffe that could be called *noir-ro* the sense of the beginn of autumn—of old age.'
>
> "Van Gogh was very in esting in his still-life stud As one can imagine, they w very brilliant, flat, and sim outlined, largely variations blue, and yellow, and oran One which he liked best wa basket of lemons against deep-yellow background.
>
> "In a letter to Gauguin writes of taking a rest, dur which time, he said, 'I am d orating my bedroom. I sh make an enormous canvas a all the furniture will be in wh wood. It will amuse me v much to make this inter practically out of nothing. shall have flat tints with sim outline. The walls pale li with the faded sunlight over them; the bed chrome yellow; t pillow and bed-covering a pale, greenish-lemon yellow: t draperies blood red; the toilet-table orange covered with bl linen and the window-hangings green. I intend to express ab lute repose in this combination of colors.'"

The tide has turned to Tahiti, especially since Somers Maugham's unflattering novel, and Gauguin's own wor "Noa, Noa," The painters are rushing there; but Van Gog words may presage their disappointment:

> "Van Gogh's love of Gauguin was so great that throu Gauguin's eyes he saw the beauty of Tahiti. He writes a frie of his anger to think that the South Sea Islands are being ove run and devastated by white people. 'I can not bear it,' says, 'that the Marquesas Islands will be overrun by whi people and that sooner or later the beautiful brown inhabitan will be exterminated. What if these people do eat other race Is that any worse than exterminating a nation in order to posse the land? To think that these beautiful races, these negroe these Indians, will all disappear, and that frightful white peopl with bottles of alcohol and bags of veranol will take their place— the white race with its hypocrisy, its avarice, and its sterilit And these savages were so gentle, so sweet, such lovers! W do well to be grateful to Gauguin, who has saved on his canvase the exquisite loveliness of these Tahiti women.'"

To these men of the primitive palet came the call of primitive peoples. Van Gogh was tied by his malady to France. "I have seen a drawing," he once wrote to Bernard, "of the homes of the ancient Mexicans. If one could only know such people and paint them! If one could only live among them, one could then paint as beautifully as Millet! I do not mean the color only, but I long to know the character of these people—something in which one would have a solid faith." With all Gauguin's passion for color, observes Mrs. Roberts, "he carried a serener spirit into his art." Furthermore:

> "He was a less impatient nature, and did not so easily succumb to the mighty and terrible forces that drove Van Gogh into his work with fury, that made him meet his art and his friends with an agony of love for both, and eventually burned out the fires of his life when he was only thirty-seven years old.
>
> "But how futile it seems to compare greatness. It is like giving prizes at academies. How Van Gogh would have despised being labeled and held up as better or worse than Gauguin or Cézanne. What matters in art is that we have men possest of great power to understand, really to vivify life with the sweetness and strength of nature, and we desire less to glorify one than to understand all. We watch the worth of artists because we trust that through their art they will manifest the greater development of the race. For those who truly understand the laws of Nature construct according to their knowledge, and knowing Nature and constructing thus they create with power and sureness. They are sympathetic to all life.
>
> "Speaking of Van Gogh, Robert Henri said to me: 'I would not place him ahead of any man, nor less than any man. I simply could not dispense with him. I do not compare him with Gauguin. They are different men. Each intensely strong and true.'"



WHERE VAN GOGH DERIVES FROM MILLET.

In this picture of "Peasants Resting at Noontime," the subject is quite after the earlier master, but the color would tell another story.

THE NEW OLD POETRY—If your sun is the lamp of scholarship, there is nothing new to be found under it, says a New York *Tribune* writer, who seems to take pleasure in Prof. John Erskine's puncturing of new poetic bubbles. In his book, "The Kinds of Poetry," the Professor says the "Spoon River Anthology" is "a translated counterpart of the Greek Anthology," and Robert Frost "a sort of twentieth-century Wordsworth." Our advanced versifiers have "borrowed the methods of realistic prose." Thus:

> "'Their art is the product of much novel-reading. . . . A generation of readers and writers has grown up which sooner or later would be sure to transfer the methods of prose realism to verse. . . . The main point is that the new poetry inherits its style from a prose ancestry and takes its methods and its subjects from the tradition of the novel; and we who like or dislike what we see are none the less witnessing one of those mutations by means of which from time to time literature reinvigorates itself, pouring old wine into new bottles or new wine into old bottles.'
>
> "Professor Erskine regards the new tendency as a wholesome manifestation, but he deplores the propaganda of its spokesmen, who try to interpret it as an offshoot of French metrical experiments or of imagistic obsessions. . . . We like particularly the manner in which Professor Erskine punctures certain of the pretensions of Miss Amy Lowell."

AGE AND YOUTH AT IT IN ENGLAND

Fears of a "Soviet of Youth," since Soviets of nearly all sorts are in the air, now possess the souls and imagination of certain old and conservative parents. One of these in England makes an outcry in the London *Morning Post*, bewailing how far we have traveled "since the days of Ibsen and the knocking of the young at the doors." This "Bewildered Parent" protests that "the doors have been forced open, and the enemy, not boisterous or tumultuous, but brazen in its calculated effrontery, is within our gate." Feeling his treasured position in life impugned if not upset, he asks: "Are we poor parents being challenged by a dictatorship at our very tables?" His friends agree that the citadel is being stormed and the war has precipitated the onslaught. We quote the grieving parent:

> "It savors almost of impertinence and ingratitude to criticize the young men who returned from the front, and, indeed, I am not criticizing, I am trying to write down an impression. After all, they won the war, and on the seas and the innumerable fields of battle volatile youth settled down into the dour and impregnable consistency of granite. At a terrible price they gave us the victory. Now they are back. Are we disappointed? Do we miss something? Didn't we expect them to be different? Or is all this simply the meandering of a querulous egoist who now finds contempt instead of respect for his authority and his years? I put my doubts to a friend. He immediately confirmed them, and, shaking his head sadly, said, 'Our youth have lost their illusions.' If that be so, then wo to our generation. And I in my turn agree with my friend. Our young men have awakened from dreams to a cold reality, and they are not to be caught napping again. They see life without romance as they once saw—in battle-scarred France—summer woods without leaves. They have become silent scoffers. And when they do speak and we twit them for their cynicism and their measured worldliness they turn round and with amused impartiality laugh at themselves."

If this pathetic figure has any doubts about the accuracy of his diagnosis they would seem to be banished by the answers his letter called forth from the very class he indicts. Here is one appearing in a later issue, signed by "One Who Has Suffered":

> "We have had to listen for a good many years to the teaching of the old folk; before the war we were told how reprehensible were our ways, how lacking our religion. We listened *ad nauseam* to the platitudes of our elders and betters; we saw then, as now, that the majority worshiped Mammon rather than any other god; we heard much about churchgoing and the wickedness of not doing so, but, in spite of all the talk, we saw people lived as if there were only one life and one world in which to live.
>
> "Then came the war. The old 'uns, in whom we were to trust, let us in for a nice thing, didn't they? They who know so much! We went out in our thousands, and our bones rotted in Flanders and France, to save our wise sires, sitting in their counting-houses and their clubs.
>
> "We come home; we do not find the community denying itself anything in order that those who saved the state should not suffer. Far from it. Men are still spending thousands on frivolities while ex-service men starve. No girl denies herself a dress or chocolates to help the men who saved her from the fate of many Belgian and French girls. The war is forgotten; the danger is past. And in gratitude for all our elders have not done we are to be good little boys again and do as we are told!
>
> "Frankly, many of us don't think it worth having. The ideals they set before us before 1914 were not very high, and our opinion of what they think now is that they are beneath contempt. The Empire is worth fighting for, dying for, and living for; but what have these old fogies done for England, except to breed sons and generously give them to the point of the sword? What about their money-bags? They sit pretty tight on them, don't they? They are more precious than the boys were.
>
> "Youth can't make worse mistakes than the old men have done; they may do better."

If any doubts are still left as to the reaction of youth from the stand taken by the "Bewildered Parent," here is another answer coming from one signing himself "Ephebus":

> "During the time of our childhood and adolescence we were taught that the existing order was one that had grown, under the providence of Heaven, to be the perfection of civilization; that our destinies were in the hands of elderly men called statesmen; that nothing could or would upset the comfortable progress of our lives; that war was impossible, or, if not impossible, at least a pleasant stirring of emotions that held no element of discomfort for any one except a number of vague people called the Army.
>
> "Thus were we taught: and thus we believed, having no means of enlightenment. But, sir, when we were twenty or so our order turned upside down and we were dropt into Hinnom—where the ancient Hebrews sacrificed their children at the prospect of invasion—and died, still wondering. At least, most of us did.
>
> "And we who have come through carry the smell of the fire. We have learned to judge by the standards of ruthlessness. If we can not respect the old gentle veils that covered brutal facts, are we to blame? The standards set up for us in childhood perished dismally and suddenly. Are we to be blamed if we judge by others?
>
> "Last—and most ghastly joke of all—we were promised a new world. What have we got? As far as we can see it is the old one, much more vicious and with the amenities of life gone.
>
> "We impute this to the 'Elders.' The same men are in power who allowed the catastrophe, not in England alone, but in all nations—for, surely, your correspondents do not consider our attitude as a phenomenon peculiar to English youth.
>
> "We feel that our elders might have prevented this. We have no political power. Why should not we dance and sing and 'criticize' and 'ignore'? We feel grimly that we have had, and shall again have, to rectify with our deaths the mistakes of our elders who are also our parents, and we distrust their judgment."

As one who sees no line of division between life and literature, Mr. E. B. Osborn, the brilliant staff essayist of *The Morning Post*, dismisses the "grouse" of the "Bewildered Parent" as the "oldest plaint in literature." It sprang up in the newspapers, he says, "just before the war; the war came and we know what these useless young people did for their parents." Going on:

> "Youth saved us, and yet middle age grouses at the manners of the remnant that is left. It seems to me a mean and thankless proceeding. It would be more honorable to follow the advice of the late Master of Trinity and humbly thank God for the example shown to us by youth during the war, and try to learn the secret of their wondrous efficiency. But he was a very old man—and old people, I find, are always more kindly and considerate in their judgments of the young than most middle-aged persons. Time has given the former a serene outlook on life, a mood that may be defined as a St. Martin's summer of the soul. It has cured them of the secret resentment (really the key to all this grousing!) which middle age, clutching at the physical powers that are slipping away from it, feels at the sight of youth's irrepressible energies. It is middle age which fights against the realizing of new aspirations and inspirations. That is why I think of it as a kind of disease which a middle-aged person, such as myself, must try to cure by sympathetic intercourse with the young."

ALL ON ACCOUNT OF THE PILGRIM FATHERS

As BETWEEN COUSINS or even more intimately imagined family relationship, there is a great chance this year for Britain and America to say what they think of each other. The Pilgrim Fathers make it rather necessary. Sir Gilbert Murray hits off, perhaps, the neatest paradox when he says that however low the American's opinion of the Briton is, it doesn't irritate the Briton so much as the Briton's high opinion of the American affects the American. The Briton expects too much of the American, and it is all on account of the Pilgrim Fathers. A month or two will elapse before our own talking-fest on this theme will begin; but Britain has already begun it because they celebrate the sailing instead of the landing. And there were no *Lusitanias* in that day.

The pilgrims of the *Mayflower* represented a small and persecuted minority in England, says Sir Gilbert in the Manchester *Guardian*, and he thinks it equally a fact that "their true spiritual descendants form a fairly small minority in America." From these truths seem to flow some of our present confusions. As Professor (Sir) Gilbert says:

> "Men who prefer their religion to their safety, who value freedom more than all the ties of home and comfort and affection, are never likely to be very common in the world. They are not the stuff of which majorities are made. Neither for that matter are their persecutors. An average community, throughout English and American history, always gets tired of persecuting before its heretics get tired of their heresy.
>
> "Everybody knows this, and yet a curious process of popular idealization persists on this side of the Atlantic by which we tend to think of the Americans as Pilgrim Fathers. Of course, they are Pilgrim Fathers with clothes modernized and the angles rubbed off, and the sense of humor a little more prominent and appreciated than it probably was on the *Mayflower*. Think how the American characters appear in Sir G. Trevelyan's delightful history of the American Revolution—like saints in a medieval procession, each with a different characteristic virtue and perhaps a different symbol of martyrdom, but all simple and severe and all saints.
>
> "I do not pretend that all Englishmen think this way. It needs a romantic disposition, liberal sympathies, and a certain amount—just the right amount—of historical knowledge. Some know America too well, many too little. And there are doubtless circles to whom the word 'American' conjures up only visions of millionaires and backwoodsmen and Indians and long drinks, and suchlike emblems of a romantic past. But the idealizing spirit is characteristic. An immense mass of liberal-minded Englishmen insist on regarding the Americans as something a little more than human, abnormally cool and generous and efficient, like the hero of a cinema play. We expect them to be better than they are, and it is wonderful how angry it makes them.
>
> "Their ideal conception of us is much more normal. The masses of every nation dislike foreigners, especially interfering foreigners. And that is what we are in America. The mass of uneducated Americans feel toward us, not indeed as the French toward the Germans or the Bulgarians toward the Serbs, but much as Norwegians feel toward Swedes or Slovaks toward Czechs. And their dislike projects itself, as usual, into a generalized ideal picture, which may be blurred and confused by contact with reality, but is quite clear and satisfying when left to itself. We are the persecutors, the regular red-faced, slow-witted, choleric, and incompetent persecutors of romance. The

picture is singularly unlike us, but as such popular conceptions of foreigners go it is nothing greatly to complain of. Indeed, the Americans' low opinion of us is probably not quite so irritating as our high opinion of them."

Sir Gilbert doesn't say he's sorry for us, but he uses a tone of pity in explaining the unwilling rôle our English cousins force us into:

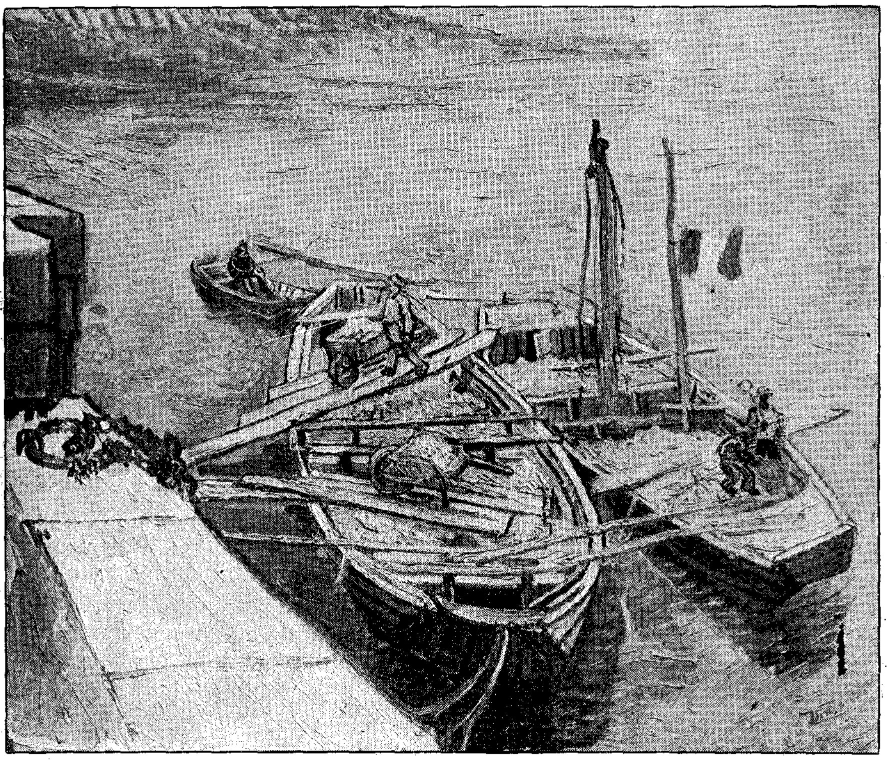
"We are always expecting of America more than ought to be expected of any normal agglomeration of human beings. At the very beginning of the war, as soon as we had read our White Paper and convinced ourselves that Germany was carrying out a deliberate and plotted crime, we expected America, like a knight-errant, to ride romantically into the ring and strike down the oppressor. Is there any other nation in the world of which we should have formed such an absurd hope? Who intervened when Italy took Cyrenaica, when Austria took Bosnia, when Germany took Schleswig-Holstein, or when we ourselves behaved a little hastily toward the Boer Republics? Nations do not do such things. The only strange circumstance is that, under pressure from our enemies tho not from us America eventually did!

"And after the war what vast expectations we formed about America! For my own part, tho my public language was cautious, I confess that my secret hopes ranged fast and far. I did not, indeed, think in 1916 that America would ever enter the war; but, if she did, I expected two enormous and beneficent results. First, the brotherhood in arms of the two great English-speaking peoples would surely result in a more permanent friendship and supplant the old tradition of wars waged against England by a new tradition of a greater war waged at her side. And, secondly, most important of all, I hoped that when the time for peace came, and the European nations, blind with suffering and passion, would be unable to make a wise or generous or foreseeing peace, then America would come in to soothe our rages and compel us to think not of past wrongs but of the future welfare of humanity. America, I thought, would be so rich and strong, so comparatively uninjured and unembittered; her long neutrality would have steadied her outlook; and she would know that there was no healing for the world except through mutual help and even mutual pardon. The administration of Constantinople was a great and obvious difficulty in the future world-order; neither France nor Britain nor Greece could be trusted with so important a key. Fortunately, the key might be handed to America, whom all the world trusted! Armenia, the land of everlasting tragedy, must be supported and kept on its feet by some strong Power which could bear the burden and would not be the object of dangerous jealousies. Clearly America would step in and save Armenia! And as for the debts among the Allies, I knew that Great Britain would forgive her debtors, as she did after the Napoleonic wars, and expected that, of course, America would forgive Great Britain! That is the sort of thing I—and most Liberals—hoped. The words of Mr. Wilson backed by the deeds of Mr. Hoover. How young we all were in 1917!

"It was partly, no doubt, that we expected the whole mass of a nation to be like its best men. As if America consisted of a hundred million Hoovers, or England of fifty million replicas of Lord Bryce! Partly we did not expect and could not allow for the hideous outbreak of international blackguardism which dominated the general election of 1918. That 'queered the pitch' for any wise or generous reconstruction of Europe. It determined the downward road of European civilization and, in spite of occasional convulsive struggles from the British Prime Minister, handed over the main direction of policy in France and England to the worst elements in public life. That was not our fault. We could not have foreseen the election of 1918."

Sir Gilbert, who is much more alive to current events than might be expected of a professor of Greek, points out the "curious thing" that after 1918 "as the Peace Conference stumbled on from incompetence to worse than incompetence," Britain "made no allowance for the effect these things were having on American opinion." Instead:

"We only trusted more and more blindly that America would come to the rescue of Liberal principles and international decency. We felt as if, obviously, so that every American could see, the people temporarily governing us were not England, the real England which hated militarism, which only wanted to help Central Europe, to appease Ireland, to rebuild Armenia, which never thought at all about oil-wells and imperial tariffs, was more desperately in need of help than ever before in history; and it seemed obvious that America should see the need and bring the help. And meantime America hardly knew of the existence of our 'real England.' It judged England by England's acts, interpreted, of course, by anti-English newspapers. And as our need became more and more desperate America became more disgusted and more aloof.



ONE OF VAN GOGH'S HARBOR STUDIES.

Probably not unlike another which he described as "boats, rich rose, nestling in water of Veronese green . . . with little men all in blue and yellow."

"It is likely enough that we idealist Liberals, poor creatures that we are, made matters worse all the time. We uttered fine sentiments, and other people conducted an exceedingly unfine policy; and, as we were all English, that only deepened the impression of British hypocrisy. It is odd, to our minds, that if Mr. Lowes Dickinson says one thing and Mr. Bottomley does another, the result should be termed British hypocrisy. But so it is. And so presumably it always will be till crowds have a new psychology.

"So, as other people have done before, we English Liberals made one of our favorite mistakes. We idealized America, and thought that, in spite of all provocations and disappointments, she would behave with a little more high-mindedness and generosity than are normally possest by any nation; and American opinion seems to have decided that, in spite of a few deceptive gleams of apparent improvement, we are just what their fathers and grandfathers always said we were, and the less they have to do with us the pleasanter for all concerned.

"It seems quite clear. I could produce evidence on the subject that ought to convince any reasonable man. And yet . . . perhaps there is something incorrigible in old, ingrained Liberalism. I am not convinced. I go on hoping and believing in America almost as I did in 1917. I believe she will, in some form or other, join the League of Nations."

RELIGION-AND-SOCIAL-SERVICE

WILL SCOTLAND GO DRY?

SOME CYNIC HAS SAID that Scotland was the most religious and the most drunken country in the world, but, after thirty years of continued agitation, elections under a local-option law are now being held, and that country is in the throes of a campaign for prohibition which, "in intensity, in cost, in its use of all the arts of publicity, will be comparable only to the American prohibition campaign." Much there has been in Scottish theology and in the conscience it trained that did nothing to impair one's appetite for strong drink, admits *The Christian Century* (Disciples), "but on June 1 Scotland began a series of local-option elections that give the lie to the latter part of the cynic's allegation. No other part of the United Kingdom has yet admitted that the people have a right to interfere with John Barleycorn's privileges, but the land of 'Old Scotch' has started a series of 1,300 elections in wards, parishes, and towns to determine whether or not John shall live or die." Requisition forms demanding a poll have been distributed, according to the Manchester *Guardian*, and they must be returned to the clerk of the local authority during September. But before the demand for a poll can be granted the requisition must be signed by not less than one-tenth of the local government electorate. Arrangements will then be made for the poll to be taken on a day in November or December. The official paper will carry (1) a no-change resolution; (2) a limiting resolution, which means that the number of certificates for the sale of liquors shall be reduced by one-quarter; (3) a no-license resolution, which means that no certificate for the sale of liquors shall be granted except for inns and hotels or restaurants in special cases. The passing of a "no-license" resolution would not mean complete prohibition, we are informed, for the licensing court "may, on being satisfied that under the special circumstances of the case any certificate is reasonably required," grant certificates for an inn and hotel, or a restaurant, tho drinking at the bar would be prohibited. In any case "the scales are weighted against the trade." It stands to lose under either limitation or no-license. If the "no-license" resolution does not carry, the votes for it are added to the "limiting" resolution, so that the trade vote must be a big one to insure things remaining as they are. It will be more difficult for the "no-license" to carry, for it must receive the votes of not less than thirty-five per cent. of the electors on the register, and not less than fifty-five per cent. of the total vote recorded. For the "limiting" resolution a bare majority will suffice, provided the resolution has the support of 35 per cent. of the electorate.

Now that the issue is before the people, will Scotland go dry? A few years ago, writes Harry Foster Burns in *The Christian Register*, "one might as well have asked, Will the world come to an end?" He goes on:

> "Whisky-drinking was taken to be one of the national characteristics, as ineradicable as interest in philosophy and theology is among the educated classes of Scotland. But there has been a great change. The free use that was made of whisky among the soldiers during the war and the subsequent results have caused many to pause and think. The action of America, for whom the Scotchman has great regard, has had a telling influence, especially with the business man, who is convinced that efficiency and drinking are not inseparable. At present there is being pushed a very strenuous campaign for prohibition in Scotland. The vote will be taken next November, and the prohibition forces are not without hope that under local option certain territories may be won for prohibition, and, as in America, this may prove the entering wedge for a country-wide prohibitory law."

The liquor interests are making a determined fight to defeat the "no-license" proposals, says *The Christian Science Monitor* (Boston), but "the very virulence of their campaign is defeating the purpose of that campaign." Scotland has a "tremendous opportunity," and—

> "Scots men and women in increasing numbers seem to be taking advantage of it. Speaking, some time ago, at Glasgow in favor of no-license, Mrs. Lloyd George, who has always shown herself an earnest worker in the cause of temperance, put the issue concisely. 'In the same way that all eyes were fixt on the men who fought our battles in the war,' Mrs. Lloyd George declared, referring to the forthcoming vote, 'the temperance reformers in Britain, the dominions, and on the Continent will be watching the people of Scotland.' And she added that if Scotland lived up to her promise, and voted no-license, it would be 'a great stimulus to others throughout the world to go and do likewise.' Scotland, it may be ventured, will not fail to live up to her promise."

MORAL EFFECT OF WAR RELICS

"PURE AND ARRANT PIFFLE" is the complaint of *The Christian Register* that the exhibition of war-relics is abhorrent to the Christian spirit and serves no useful purpose, says *The Army and Navy Register* (Washington), which reasons that if such a display pays "just and deserved tribute to heroism manifested in the preservation of a nation, it is worth while as an example and an inspiration." The service journal is brought to its feet by the statement of its religious contemporary that "it was a gross act to send to this country, or to any country, relics of the conflict, reminders of only one thing—a vast territory, almost a continent, full of carnage and death"; that there is not the slightest satisfaction "in the bosom of any true-hearted human being, especially those who actually won the cause for the world, or their relatives, in looking at howitzers or great shells." Revolting "from the demeaned taste that can find any satisfaction in such pitiless devices of a world's madness," the Unitarian weekly asserts:

> "We have no doubt that the rude cannon and cannon-balls that are still strewn over this country, tribute from the Civil War, not to mention the sculptured horrors of soldiers in granite that mock the center of ten thousand towns and cities of this country, had as much to do with the nurture of the militaristic disposition of many of our people as any other factor, including the hateful conceit that we were poisoned with in history books. If our college authorities have the sense and ideals they ought to have, they will see some way to put these monstrous and suggestive barbarities out of sight. They are a disgrace to liberal education. Bury them deep. Keep them away from the people, the children. Otherwise the attempt to build up a society of nations will be so much impeded. We can not glorify the engines of war, nor erect bristling statues of warriors in heroic size, and expect the exaltation of brotherhood and peace. We can not serve Christ and Mars."

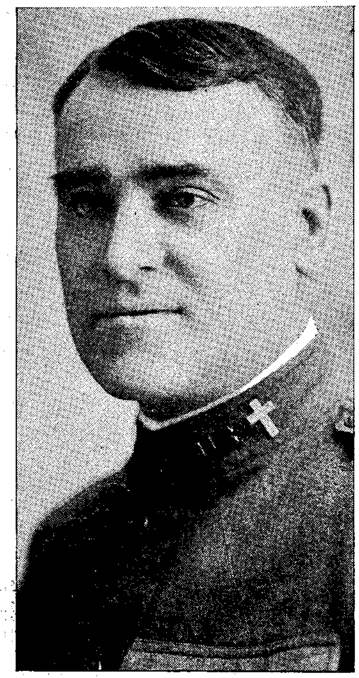
Of course, assents the military journal, if we are to regard war as unnecessary and "something to be readily avoided by appeal to man's better sense or reliance upon incantation, or what-not, it is quite proper to argue that the display of weapons of war in a public museum is an ignoble and demoralizing practise." And the sculpture may not be all that is desired; which is a matter of opinion. But as for the effect of a display of war-relics on the casual mind—

> "Any soul that is wrought up over an exhibit of 'rude cannon and cannon-balls' must be regarded as in a pitiful state of emotional susceptibility. To ascribe to such exhibit, whether of

war-relics or monuments, such dire consequences as converting peaceful citizens and innocent children into barbarians and savages is one of the absurdities of the human imagination. The contemplation of a collection of weapons used in actual warfare has its unquestionable historical value that is as far as possible from damaging character or corrupting temperament. It is of interest alike to those who know war from close contact with it and those who never served in battle. If no one is interested, he is not compelled to look, and it should require no drastic measures of prevention and abolition to protect people generally from the devastating influence of a glass case filled with military uniforms or the spectacle of an obsolete howitzer.

"We are inclined to take issue with our religious contemporary, too, as to the necessity or occasion for its revolt and resentment against these displays. There is the least possible reason for any such disturbance of mind. They may be 'the devices of a world's madness,' but they are necessary so long as there is a chance of a world or any part of a world going mad; and without some form of meeting such a prevalent and progressive madness as the Bolshevism of Russia, for example, what would occur? Is it a part of the highly religious to sit still in the presence of a horde of murderers bent on wiping out a people and destroying a nation? . . . . . .

"No community lowers its principles of humanity or degrades its civilization by instilling its youth with a knowledge of the great deeds that are done for the protection of its existence. Any other attitude or policy would be a detriment to citizenship and an impairment of the pride of, and loyalty to, the nation."



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ASSISTANT JAMES P. HOULIHAN.

NEW HEADS OF OUR ARMY CHAPLAIN SERVICE.

Colonel Axton's motto is: "In essentials, unity; in non-essentials, liberality; in all things, charity."

NEW STATUS OF ARMY CHAPLAINS

MORAL TRAINING is now a branch of the War-Plans Division of the General Staff, and, with the President's appointment of Maj. John T. Axton to be chief of chaplains, with the rank of colonel, the War Department announces that the religious welfare of soldiers is to have "just as much a place in the program for the new peace-time army as ballistics or close-order drill or hygiene." As one of the results of the war, "our Army to-day realizes that it has other duties toward the young soldier," notes *The Churchman* (Episcopal), and to that end Section XV of the new Military Reorganization Law deals solely with the appointment of chaplains who are to be more than mere clergymen to conduct religious services. "They are to help the young men who enlist for Uncle Sam's service in their spiritual and moral life in every possible way." There will be two hundred and fifty chaplains in all, one for every one thousand two hundred officers and men, and they will rank in all grades, from first lieutenant to colonel. Every organization to which a chaplain is assigned will be provided with a field-desk, folding altar, a chest of three hundred hymn-books, an assembly tent, folding tables, and thirty-two folding benches. Among the duties to be performed by the Chief of Chaplains are the investigation of the qualifications of candidates for appointment as chaplains and the general coordination and supervision of the work of chaplains in the army. The War Department has begun investigation of the qualifications of those who are candidates for the one hundred and fifty vacancies.

The religious press of all denominations unite in commending the new policy and in agreeing that it will redound greatly to the moral benefit of the soldiers, who, under an older régime, were looked upon as being merely "cogs in a military machine." Now, however, a larger duty is envisioned, and, as Colonel Axton is aptly quoted:

"If there is any place in the world where it can be done, the Army is the one group in which men can adhere to the thought, 'In essentials, unity; in non-essentials, liberality; in all things, charity.'

"It is not so much program that we want as work. To-day the world is calling for more applications of the principles of religion to daily life, and so we want to apply religion to the Army. I believe that our men are going to stand for it. Soldiers are normal men, and they want what normal men want. But, unless we can get red-blooded men out of the one hundred and fifty extra chaplains that we are to have now, our work will be handicapped. I want our people to know that to-day we are combing the country to get the best men we can for the moral and spiritual guides for the young men who are hereafter to enlist in our new Army.

"Among other things, it is the hope of everybody that stress on sectarian stratifications will cease. Complete success can be secured only by so influencing environment, military duties, education, amusements, athletics, religious observances, community relations, and all the other factors which enter into the life of the soldier that all combined may favorably react upon his character. Our work must be carried on with an ever-present consciousness of the human material with which we are concerned."

It will not be difficult to maintain military duties, education, amusement, athletics, and community relations, observes *The Presbyterian*, but, while these are good, "the basis of morality is religious conviction. In this there must be liberty for the three great historic divisions of Judaism, Roman Catholicism, and Evangelical Protestantism, and these should be protected from the attacks of effete heathenism." That good must result from so important an undertaking goes without saying, thinks the Indianapolis *Catholic and Record*. "The young soldier, away from home and home surroundings, is quite apt to give way to the temptations that may cross his path. Religious training will go far to offset a condition which heretofore has existed to the detriment of army life."

Colonel Axton, who was awarded the Distinguished Service Medal for exceptional efficiency in directing religious work and welfare activities at Hoboken, a port of embarkation during the war, is a Congregational minister, his only pastorate having been held at Salt Lake City. In 1902 he entered the Army as chaplain, and was promoted to major in 1917. Chaplain James P. Houlihan, a graduate of Niagara University and St. Joseph's Seminary, Dunwoodie, has been appointed assistant to Colonel Axton. Both men have seen much service with the Army.

WHAT RELIGION IS TO THE NOMINEES

PEOPLE OF ALL DENOMINATIONS will be interested to know just how the early religious training, which both experienced, has influenced the characters and careers of the two leading Presidential candidates, and whether it has colored their political views. All the world knows that Governor Cox was brought up in the church of the United Brethren, and that Senator Harding was reared as a Methodist and later became a Baptist. But we have not learned from their porch and platform speeches what religion actually means to them.

Recently, however, both men spared time from numerous political engagements to be interviewed by the Rev. Henry S. Huntington for *The Christian Work* (Undenominational). From his talk with Governor Cox the ministerial interviewer came away with the impression that the Democratic candidate has "a real and personal side to his religion." Of Senator Harding the clergyman says, "In his personal relations in business one gathers that he has himself been a most kindly man." Both of the candidates agreed that the Golden Rule should be applied to industry. On the question of material aid for Armenia, in which the interviewer confessed a deep interest, the candidates spoke, of course, from opposite platforms. Governor Cox asserts that under the League of Nations such outrages as have occurred in that unhappy country would not continue; but his Republican opponent declares that England and France should shoulder the burden, and that if we undertook the sponsorship "we might become involved all over the world."

Speaking of the maternal influence which guides him, Governor Cox said:

> "In the first place, religion is a tie with my mother. In the second place, it keeps a working arrangement between me and my conscience. In my conduct my conscience is vigilant all the time.
>
> "I was raised in an atmosphere of religion. The United Brethren expect the children to be converted. I united with the church at the age of fourteen and was baptized the next Sunday in the creek on the farm where we lived. To become a Christian was an ancestral practise. That was the home atmosphere.
>
> "Religion in the abstract brings about the best appreciation of right and wrong. My judgment is that in the affairs of the world to-day, if we'll get close to our religion, no matter what our religion is, we'll be very much better able as individuals to make a contribution to the world. We haven't had a political campaign in a hundred years where the right has spoken more eloquently than it speaks now for the movement to make world peace."

And here, because of her ancient wrongs and present despair, Governor Cox declared:

> "The heart of America has bled for Armenia for years, and it still does, and for any one to say that the murder of Armenians and the outrage of their women do not arouse our sympathy and our indignation as well is simply to assert that we have lost our human emotions. The ruling impulse in America is to put an end to that sort of thing wherever it is in the world. One of the reasons I am for a League of Nations is that I believe that under it such outrages as have happened in Armenia or anywhere else would not continue."

As to the Eighteenth Amendment, the Democratic nominee stated "it is the law of the land, and as the law of the land it must be enforced. That's all there is to say." For counsel and direction the Governor told his interviewer that he turned to the Bible from time to time, for, "apart from its religious value," he considers it "the greatest literary production in the world," and to have "more of the philosophy of life in it than any other book."

Senator Harding thinks that "we ought to have a reconsecration to morality in this nation," that "we need a hardening of our moral sense." His early training was in the Methodist Church. Later his mother became a Seventh-Day Adventist, and in mature life he became a Baptist. But his interest is not limited to his own church, and he says:

> "I love to go to a ritualistic service. I like to go to the Episcopal Church. I like ceremonial. I've greatly enjoyed going to great Roman Catholic services. All the expressions of religion are wholesome in American life. I enjoyed all these, tho I belong to the freest church in America, as you know. But my interest isn't limited.
>
> "I wish every man in America would attend church. They ought to compensate the men in the pulpit properly. I wish men would be as much interested in the churches as they are in their own business. . . . I frankly think that the Golden Rule or the one commandment, as they sometimes call it—that includes all. If it was applied to business we'd get along with better understanding between people. It would help."

The interviewer remarked on his own interest in the Armenians, and the Senator said he was "glad of all we've poured out in treasure for them." But as for their protection, "the countries, England and France, that have taken all the region around them ought to protect them." The duty is not for the United States: "We can't take the sponsorship for them. Why, they're six thousand miles away. That is too far. If we took the sponsorship for them, people would be asking us to help everywhere, and we might become involved all over the world."

CHRISTIAN UNITY IN HYMNS

IN THEIR HYMNS the great body of Christians are already united, observes a writer in *The Christian Century* (Disciples), who believes that in the "songs of the soul" men find a common expression of faith and prayer. Each generation has produced its quota of hymns—hymns emphasizing the fads and theories of the time, and destined soon to be forgotten because they do not speak of the elemental instincts of faith and worship. But there are sacred songs which are of all time, which are sung by every race and creed. When we sing the hymns which have come down to us from the Middle Ages we do not think of the obscure and often absurd doctrines of the time. Instead—

> "Out of the cells of monasteries, out of medieval mysticism and superstition, there shines for us the clear light of a real faith in an unseen Helper and an unseen world. 'Safe Home, Safe Home in Port,' 'Jerusalem the Golden,' 'Mother Dear, Jerusalem,' 'O Sacred Head Now Wounded,' 'Jesus, the Very Thought of Thee'—these still express our worship because they speak what we all, in our best moments, believe to be true.
>
> "When we sing Luther's battle-hymn we do not think of his theological quarrels or of his undoubtedly mistaken views of transubstantiation. That great hymn, in which Carlyle heard the thunder of an Alpine avalanche and the first murmur of earthquakes, and which Heine called the 'Marseillaise' of the Reformation, is to us the expression of an unshakable faith moving to certain victory. When we sing 'Rock of Ages,' we do not think of the bitter controversy over a theory of the atonement, in the midst of which it was written. We think of it as an instinctive expression of human weakness hiding itself in divine sufficiency. When we sing 'Love Divine All Love Excelling,' and 'Jesus, Lover of My Soul,' we do not ally ourselves mentally with the eccentricities of early Methodism, but we feel a touch of the holy fervor which glowed through its teaching and practises and which still has warming and reviving power. When we sing, 'Lead, Kindly Light,' we do not think of praying for guidance in the matter of ecclesiastical authority. In his words we pray what was Newman's real prayer—seeking the real, eternal truth which he was unconsciously seeking. When we sing 'Faith of Our Fathers,' we do not think of the Roman Catholic faith, nor do we believe that this was the faith which Faber's inmost soul glorified. He, like the other great seers of the church, was larger than his theology, and his hymn belongs to all who hold the great vital faith for which the martyrs died. . . . . . .
>
> "To-day Christian worshipers are singing in separated groups the hymns which are a common inheritance of them all. Here is, indeed, a beginning of Christian unity."

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We'll serve and save the nation
For Campbell's League of Health we stand
Without a reservation"

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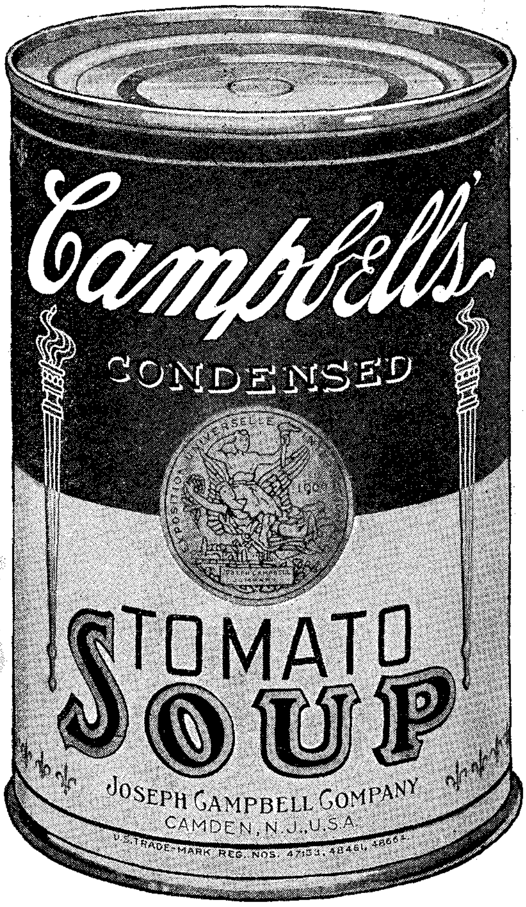
the year round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CURRENT - POETRY

WILDE once wrote a "Sonnet on Blue"; Kenneth Hare in *The English Review* (August) resolves all outdoor emotions into a tribute to the color that pervades the "o'erhanging firmament," as *Hamlet's* phrase has it. The poem is too long for entire quotation, but we give some significant stanzas:

A RHAPSODY OF AIR

By Kenneth Hare

O delicate Air steeped through
With blue beyond all blue,
Dazzling the eye,
The man who lives in thee
Shall live delightfully,
And late shall die!

About the castle wall
The blue swifts wheel and call,
And morn and even,
To small breasts white as milk
Thou feel'st as softest silk
New spun in Heaven.

Thou bringest ecstasy,
Thou puttest rock and tree
In tuneful plight,
While from the bosky vales
Blown notes of nightingales
Do breathe delight.

Thou art fulfilled with song,
That doth to thee belong
In heritage,
Since first the lark bore loud
Above the crispèd cloud
The lyric rage.

A cloud of lesser birds,
In few but golden words,
Thy virtues boast—
"Bright Air, all hail!" cry they,
"Thou thwart'st despair, decay,
And death almost!"

. . . .

Anon with golden fret
The grasshopper dew-wet
Provokes a throng
That chant to citherns small—
Amidst of grasses tall—
The sunbright song.

Thou tell'st of thyme, the bee,
The bright gorse and a sea
Of boundless blue.
Of dragon-flies no dearth—
Wing'd gems of joyous birth—
Exult in you.

. . . .

O fair beyond all fair,
Exquisite summer Air
Dazzling the eye,
Thou subtlest of all things
That bearing wandering wings
Or sing or fly.

The Grinnell Review (Grinnell, Iowa), which acts as a vehicle for poetic output from the Middle West, publishes in its September number two poems by Mr. F. E. A. Thone. One of them has a distinct literary interest, recalling the plight of one of England's unfortunate poets who was reduced to selling matches in the street. The second, from the same source, is a "shut-in" plaint:

SAMARITANA

By Frank E. A. Thone

(*To one who befriended Francis Thompson*)

I do not count your tale of sins—
They may be many as the sands;
I only know when all the inns
Shut doors on him, your piteous hands
Appeased his want; your errant feet
Made straight a path to fire and light,
A roof against the naked night,
A door against the desert street.

Much was forgiven her of old
Because she loved much. Full as worth
The single cup of water cold
You gave God's poet in his dearth,
As ointment poured from porphyry
Upon the Lord's feet at a feast:
"As much as unto these, My least,
"Ye do it also unto Me."

WANING

By Frank E. A. Thone

Wild wind, west wind, wind that sweeps the sky,
Tossing the ragged clouds about in a gipsy revelry,
My throat has ached to drink your wine for many a windless day—
But I am caged in a cheerful house, and can not get away.

Tall trees, pine-trees, that march around the hill,
Swaying in a stately dance to the wild wind's piping shrill,
My heart cries out for the joyous days that in your lodge I've spent—
While my good wife nods by our well-kept fire, nor dreams of my discontent.

Swift water, white water, plunging down the falls,
Pushing with impatient hands at the caging cañon walls,
There's a call in my breast to strive once more against your rough waves cold—
But my old dog lies on the hearth and sleeps—am I, too, growing old?

A delicate fancy of the moonlight is this from *The Touchstone* (August-September). The pity is that those who need the message most rarely are caught in this lure to look up. The myriad electric globes see to that:

THE WEAVING

By Harold Cook

The moon is weaving in the street
A tanglement for passing feet

That must go always up and down
From the river to the town.

For men walk there who never see
The lovely gestures that a tree

Marks over them when they go by.
There men never see the sky.

Their hearts are heavy and they walk
With timid eyes. They never talk.

And so the moon is making there,
Out of her shining, beautiful hair,

Reflection of the branches so
These tired, awkward men may know

By looking on the ground they love
What excellent beauty moves above.

The following poem from the New York *Times* was written for the Army and Navy Club of America as a tribute to all American officers who fell in the world-war. The officer has hitherto received a smaller amount of tribute, perhaps because the dough-boy makes a stronger democratic appeal. The organization here addrest is endeavoring to erect in New York a memorial hall and club-house, keeping in remembrance these men:

TO OUR OFFICERS—PASSED ON

By Margaret E. Sangster

They are not dead—not really; they are *living*—
Leading their columns, as they led before,
Leading their comrades up to Heaven's door.
They are not dead, not they!
Why, they are giving
Strength, as they gave it on the battle-line—
Courage to do the hardest task, and fine
Manhood to meet the test. . . . . . .

They were our best—
They, and the ones they led into the fight!
They were the ones who challenged terror's night,
They were the men who won, at last, to rest. . . .

They are not dead—not really; they are striving
Just as they did on earth, across the way;
And we must show them that we are reviving
Visions of all they suffered—*yesterday*.
We who are left must keep their spirit glowing,
We who are left must keep their memory clear,
We who are left must feel that they are knowing—
We who are left must feel that they can hear!

In spite of four years of the most awful of wars the clouds darken frequently, and not many voices seem raised against the thing itself. How easily even the worst with the least of war is forgotten this in *Scribner's* reminds us:

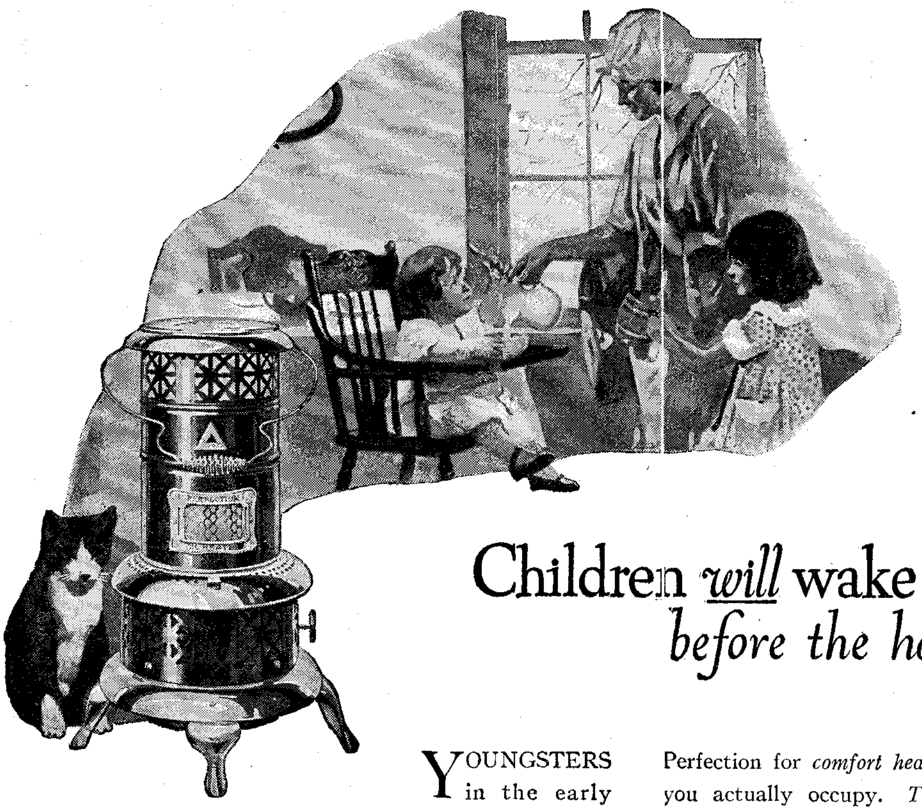
BALLADE OF FORGOTTEN WARS

By Thomas Jeffries Betts

Bayard 'quitted him valiantly,
Alexander and Kublai Khan
Led their hosts right skilfully,
Hamilcar, Hannibal, Charlemagne,
Attila, Alaric, Ghengis Khan—
Pray now, reader, can you say why
They conquered, or whom they overran?
Wars are remembered by those who die.

What was Parma's battle-cry?
And what was Scipio's slogan?
With what half truths did Pharaoh lie,
As he battled off the African?
Right and wrong, in time's brief span,
Our combats fade dissolubly;
Gone are the empires that they began;
Wars are remembered by those who die.

God, on whose aid we all rely,
Jew and Gentile and Turkoman,
Hold 'gainst our prayers relentlessly
The lesson of strife since the world began;
Ere we join battle, van to van,
And the throaty cannon make reply,
Whisper this to each fighting man:
"Wars are remembered by those who die."



Children *will* wake up with the chickens *before the house is warm*

YOUNGSTERS in the early morning hours are a great deal like newly-hatched robins. "Breakfast" is their only thought, and they can't wait 'till the regular heating system gathers headway to heat the whole house. But with a Perfection Heater glowing merrily alongside the high-chair, you needn't be afraid of colds and chills. "Keep warm and keep well" is a good motto for old and young.

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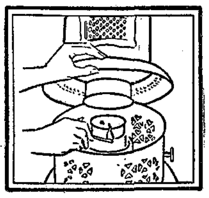

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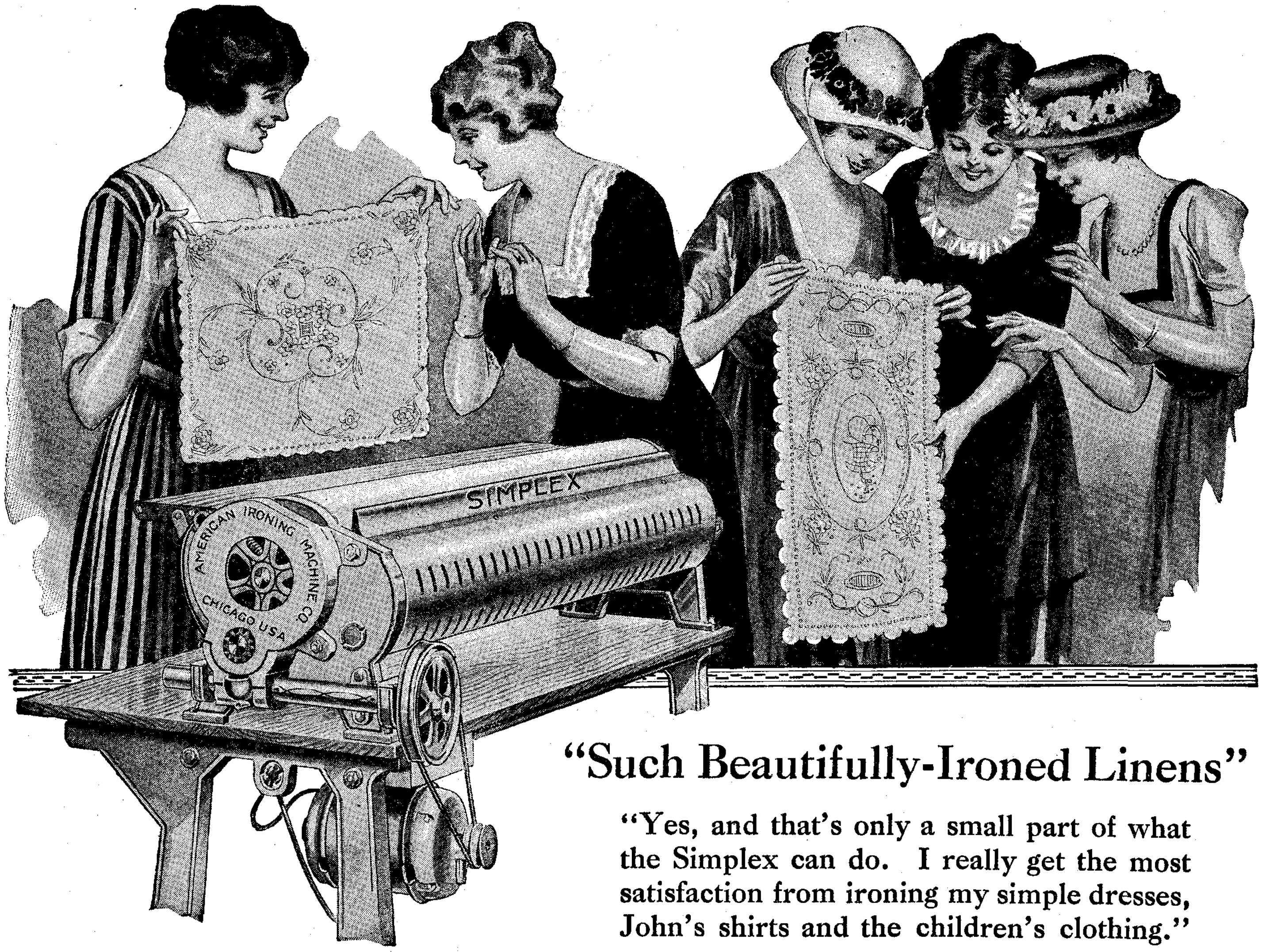

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WORLD-WIDE - TRADE - FACTS

WHAT IS THE COUNTRY'S CONDITION?

INDUSTRIAL? AGRICULTURAL? FINANCIAL? POLITICAL?

THE INFORMATION GIVEN IN THIS SURVEY WAS OBTAINED BY THE FIDELITY AND DEPOSIT COMPANY OF MARYLAND, BALTIMORE. THE UTMOST CARE WAS OBSERVED TO INSURE A HIGH DEGREE OF ACCURACY.

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INDUSTRIAL QUESTIONS.	**New England**	**Middle Atlantic**	**East North Central**	**West North Central**	**South Atlantic**	**East South Central**	**West South Central**	**Mountain**	**Pacific**
Are building operations in your territory increasing or decreasing at this time?	*Increasing*	*Decreasing*	*Decreasing*	*Decreasing*	*Increasing*	*Increasing*	*Increasing*	*Decreasing*	*Increasing*
In what classes of the following buildings is the greatest activity manifest: (a) Warehouses and factories; (b) office buildings and stores; (c) low-priced dwellings; (d) high-grade dwellings and apartments?	Warehouses Factories Stores	Warehouses Factories Low-priced dwellings	Low-priced dwellings Warehouses Factories	Low-priced dwellings High-grade dwellings Apartments	Warehouses Factories Low-priced dwellings	Low-priced dwellings Warehouses Factories	Low-priced dwellings Office buildings Stores	Low-priced dwellings Office buildings Stores	Low-priced dwellings Warehouses Factories
What is the extent of the increase in the cost of labor over 1919?	10 to 50%	20 to 40%	10 to 40 %	10 to 50%	10 to 50%	5 to 40%	20 to 50%	5 to 30%	10 to 30%
Is labor increasing in productivity per man?	No	No	Slightly	No	No	No	No	No	Yes
Is there a shortage of labor?	No	Yes	No	No	Slight	No	No	No	No
Is there evidence of unemployment?	No	Slight	No	No	No	No	No	No	No
How do the wholesalers and retailers regard the prospects for fall and winter?	Good	Uncertain	Fair to good	Good	Good	Good	Good	Fair to good	Good
Are manufacturing plants well filled with orders?	Yes, but some cancelations	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes
Is there a shortage of raw materials sufficient to curtail production?	No	No	No	No	No	No	No	No	No
Is there a shortage of coal?	Yes	Yes	Yes	Yes	Slight	Yes	Yes	No	No
Is the shortage of freight-cars being substantially reduced?	Yes	Yes	Yes	Yes	Yes	Slightly	Slightly	Yes—slightly	Yes
Are general transportation conditions improving?	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Are industrial concerns carrying large amounts of customers' paper?	Yes	No	Yes	Yes	Yes	Normal	No	Normal	No
Are industrial concerns discounting their bills?	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes
What is the sentiment regarding government ownership of railroads?	Opposed	Opposed	Opposed	Opposed	Opposed	Opposed	Opposed	Opposed	Opposed
What is the sentiment regarding general co-operative movements?	Opposed	Favorable	Divided	Favorable	Favorable	Favorable	Favorable	Divided	Opposed
AGRICULTURAL QUESTIONS.									
What are the general conditions of the farmers in your territory?	Prosperous	Good	Good	Good	Good	Good	Good	Good	Good
Are they well supplied with funds as the result of the sale of this season's crops?	Yes	Yes	Yes	Crops unsold	Yes	Yes	Yes	Yes, but large crops unsold	Yes
What is the sentiment regarding farmers' co-operative movements?	Favorable	Favorable	Favorable	Favorable	Favorable	Favorable	Favorable	Favorable	Growing favorably
What is the general effect of the recent drop in grain prices?	No effect	No effect	No effect except to withhold grain	No effect	No effect	No effect	No effect	Depressing—farmers holding crops	No effect
FINANCIAL QUESTIONS.									
Do the banks appear to have funds to lend and at what rates of interest?	Yes—6 to 8%	Yes—6 to 8%	Yes—6 to 8%	Yes—6 to 8%	Yes—6 to 8%	Yes—6 to 8%	Yes—8 to 10%	Yes—8 to 12%	Yes—8 to 10%
Are the banks well loaned up?	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Over a six months' period, have deposits in the banks increased or decreased?	Increased	Increased	Increased	Increased	Stationary	Stationary	Increased	Decreased	Increased
Have the number of corporation accounts increased or decreased?	Stationary	Increased	Stationary	Normal to increase	Stationary	Increased	Increased	Stationary	Stationary
Have the number of individual savings accounts increased or decreased?	Increased	Increased	Increased	Increased	Increased	Increased	Increased	Increased	Increased
If the sentiment is against the excess-profits tax, what substitute is preferred?	Sales tax	Sales tax	Sales tax	Various substitutes	Opinion divided on sales tax	No substitute offered	No Substitute offered	Various substitutes, with sales tax predominating	Slight inclination toward sales tax
POLITICAL QUESTIONS.									
List in the order of their relative importance which of the following conditions will influence the voters of your territory in casting their vote for President:									
(a) Foreign relations	Second	Fifth	Second	Second	Fourth	First	Second	Fourth	Fourth
(b) Industrial questions	Fifth	———	Third	Fourth	Third	Second	Third	Second	Second
(c) Prohibition	Sixth	Fourth	Sixth	Sixth	———	Fourth	———	———	Sixth
(d) High cost of living	Third	Second	Fifth	Third	First	Third	First	———	Third
(e) Taxation	Fourth	Third	Fourth	Fifth	Second	Fifth	———	Third	Fifth
(f) Dissatisfaction with present Administration	First	First	First	First	Fifth	Seventh	Fourth	First	First
(g) Railroad policy of present Administration	Eighth	———	Seventh	Seventh	Sixth	Sixth	———	———	Eighth
(h) Radical movements	Seventh	———	Eighth	Eighth	———	Eighth	———	———	Seventh
How will your territory go?	Republican	Republican	Republican	Republican	Democratic	Democratic	Democratic	Republican, but considerable Democratic and doubtful	Republican
Is there a general sentiment that the next will be a Republican or Democratic Administration?	Republican	Republican	Republican	Republican	Democratic, with considerable Republican sentiment	Democratic, but sentiment strongly divided	Democratic, with little Republican sentiment		Republican

PROBLEMS · OF · DEMOCRACY

Prepared for THE LITERARY DIGEST and especially designed for School use

A NEW SERIES—"PROBLEMS OF DEMOCRACY"

CITIZENS OF TO-MORROW—for such they are—our school-children must prepare to help us "make America safe for democracy." Otherwise we may lose here at home the very thing we fought for abroad. For a time we did lose it—partly. Centralization of power, a war necessity, had the look, almost, of out-and-out autocracy. To a great extent, that phase is past and done with. But to-day democracy finds itself again attacked from below. Quite as in the old days, soap-box orators preach Bolshevism; on New York's East Side, any night, you can hear its doctrines proclaimed openly. During the recent traction strike in Brooklyn a labor-leader fearlessly advocated the overthrow of popular government by force. Now that immigration has set in again, thousands of newcomers swarm on Ellis Island. What notions of democracy do they bring with them? Workmen in northern Italy have seized the factories. Peasants throughout the peninsula are clamoring to dispossess the landowners. Bolshevism, or semi-Bolshevism, or what amounts to that, seems a part of the Italian workers' creed, or if not already a part of it, bids fair to become so. Who can guess how soon it may be brought here? At best, we shall rid ourselves of radicalism very slowly. Youngsters now in the schoolroom may be called upon to defend democracy to the end of their days.

But what is democracy? When we went to war, we knew—or thought we knew. We are now a good deal perplexed. We begin to look upon it less as a thing achieved than as a thing attempted, an experiment—as Prof. T. N. Carver, of Harvard University, would say, an "essay in social justice." It bristles with problems. The majority of them will for a long time remain unsolved—unfinished business awaiting our "citizens of to-morrow."

In planning "Problems of Democracy," THE LITERARY DIGEST is not unmindful of our citizens of to-day. This new series of articles, each embodying the conclusions of the most authoritative experts, will be found stimulating and entertaining, as well as instructive, by the general reader, and it is safe to say that never, of late years, has the general reader demanded instruction in these matters so eagerly. He faces what Mark Sullivan in *Collier's* called a "new world." In the realm of government our most venerable institutions are dauntlessly questioned. An ex-Senator from Massachusetts would abolish the Senate's treaty-making power. Writing in *The Saturday Evening Post*, a life-long student of politics bids us do away with the Electoral College. In the realm of social progress, the spirit that cursed the liquor traffic and banished commercialized vice is still active. Change follows change. In the realm of industry all is unrest. We begin to realize the force of President Eliot's remark that it is impossible ever to foresee the effects of a war. The world-war gave us a new America such as none of us could have predicted. Because new, it is an unfinished America. It develops with bewildering rapidity toward the fulfilment of what appears to be a secret design. Its development is the more fascinating to watch for that very reason. No one feels, however, that the mystery as to the design absolves him of responsibility. Instead, there is an unusually wide-spread conviction that civic duties rest more solemnly upon us than ever before.

It is natural that problems of democracy should claim especial interest during a Presidential year. Problems of democracy crowd the platforms of both parties. Problems of democracy fill the speeches of both candidates. But this is not only a Presidential year, it is a Presidential year in which for the first time millions of American women take upon themselves the burden, and seek definitely and with enthusiasm the satisfaction, of full citizenship. They have not forgotten Mr. W. L. George's famous argument for suffrage, to wit: As women are unfit to vote, make them voters at once and see what a capital effect it will have on them! American women are not content to "muddle through." Instead of using the ballot mistakenly, with a view to learning by their mistakes, they mean to use it wisely from the outset. Hence their absorbing interest in problems of democracy. It is far from being a new interest. Only the consciousness of full citizenship, and of all that full citizenship implies, has greatly intensified it. To-day it is no less vigorous than the interest shown by men—for example, in chambers of commerce, city clubs, and the manifold civic organizations, all of which, THE LITERARY DIGEST believes, will value the new series it has planned.

The dangers of such a series make it inspiring to attempt. These subjects even in every-day conversation lead to disagreement, and the problems of democracy can have as obstreperous a tendency when handled without gloves in a magazine. They can even betray that tendency when handled without gloves in the classroom. Prof. Arthur Latham Perry's lectures at Williams College were punctuated with vocal outburst by the students—a kind of war-whoop known as the "Peri howl." THE LITERARY DIGEST expects a generous helping of "Peri howls" and is prepared to accept them amiably. However, the howls will perhaps be fewer if readers bear in mind that the magazine seeks to conduct an open forum, arranging in each instance a debate between two groups of accredited experts, and itself keeping an attitude of neutrality.

This, be it observed, is no dodging of issues, no crying, "Fight, dog; fight, bear; my dog ain't there!" It is purely the attitude of a moderator, who gives each party a fair showing, and, from duty even when his inclinations least prompt him to, refuses to takes sides with either. A man in that position may have strong opinions, yet stronger still is his determination to avoid displaying them. Otherwise he would fail to be a just and even-handed moderator.

Altho some pretty spirited pronouncements may occur in the open forum, they will be offered "with malice toward none," and with "charity for all"; nor does THE LITERARY DIGEST feel particularly virtuous in laying claim to amiability in its attitude toward those who will inevitably bring charges of wicked intention on the part of the magazine. Such forbearance is easy, considering the extreme seriousness of the subjects to be discust. If, in turning the light upon problems of democracy, it is found that the light engenders heat, why be surprized or vexed? Besides, it is a grave matter, presenting such problems for the instruction of school-children, and the magazine can not deny that it has deliberately correlated its series to the syllabi prepared by boards of education. It means to provide collateral reading—of the most stimulating character. It means not only to make the children think, but to make them think logically and courageously and on the basis always of what has seemed to experts to be sound and reliable data. It means to give them a broad basis for their future dealings with the problems of democracy. The consequences, naturally, will be far-reaching. If here and there some reader dreads what may come of enabling children to reckon fearlessly with both sides of every vital question affecting the welfare of America and its future, one may perhaps find fault with his reasoning but never with his motive. Just this relish for seeing both sides of every vital question is the thing one most wishes to have developed and trained in our citizens of to-morrow. THE LITERARY DIGEST is convinced that the real danger lies, not in a possible surplus of light, but in its all too probable dearth. From dearth of light comes prejudice. Among school-children prejudice is readily formed. It can last a whole life through, and of all the foes of democracy it is perhaps the worst.

In its method, how will the new series differ from the usual type of article in this magazine? Not at all. The difference will be in the sources quoted. Instead of newspaper editorials, you will have the writings of acknowledged authorities, each enjoying the prestige of distinguished position in the academic world—men no wiser, possibly, than the versatile authors of editorials, but men known by name to the reading public and men whose activity as writers has the advantage of leisurely production and a chance for finished excellence; men, moreover, who are dealing with the problems of democracy less in their day-by-day aspects than in their relation to lasting, because fundamental, principles; in a word, specialists who are at the same time philosophers.

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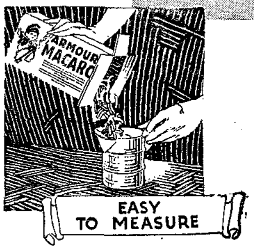
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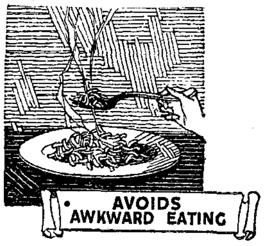
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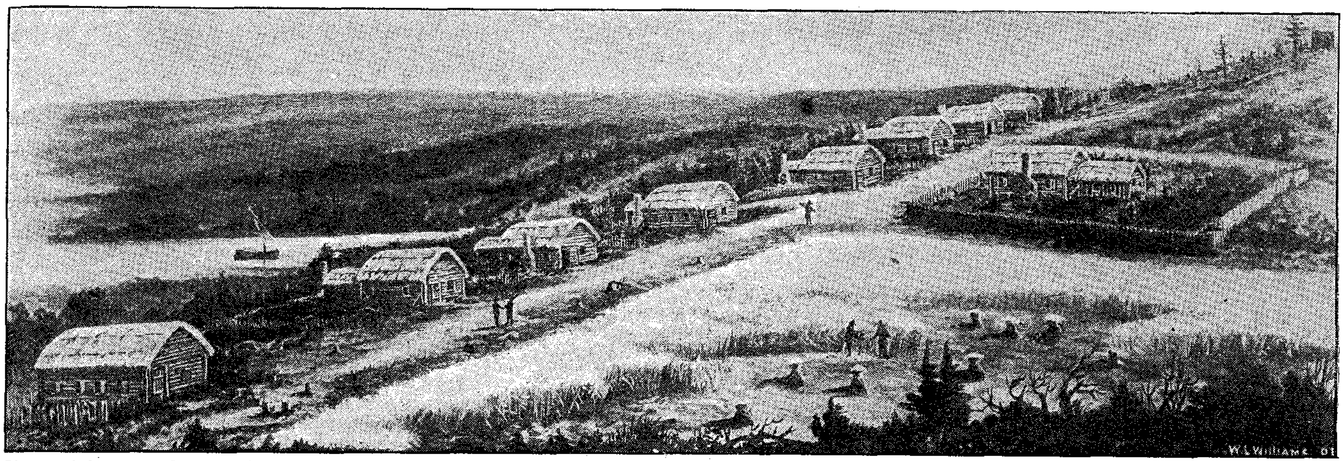


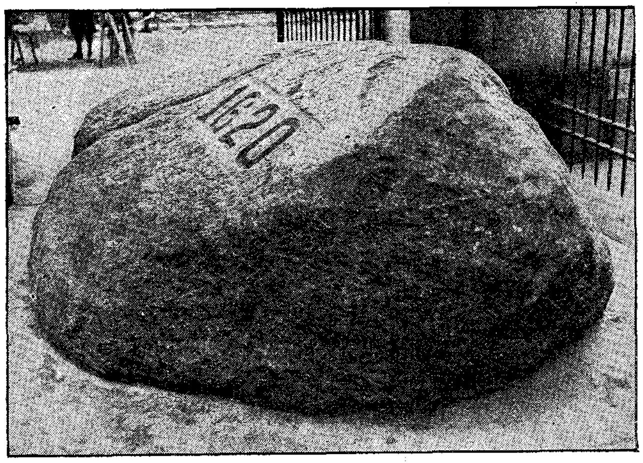
Photograph from Brown Brothers. Copyrighted by A. S. Burbank.

"THE PLIMOTH PLANTATION" AS IT LOOKED IN 1622.

Old records supplied the data on the basis of which W. L. Williams made this picture of the first homes of the Pilgrim fathers. The building at the extreme left is the community storehouse. Next in order are the homes of P. Brown, J. Goodman, W. Brewster, J. Billington, I. Allerton, F. Cooke, and E. Winslow. Governor Bradford's family occupied the large fenced house in the right foreground, and a glimpse of the old fort is shown at the right-hand upper corner.

THE PILGRIMS WHO CAME THREE HUNDRED YEARS AGO

THE COMMON NOTION held by the ordinary person that the Pilgrims and the Puritans were one and the same people would have been highly resented by those esteemed forefathers, as is well known to every student who has taken the trouble to look into the matter. Many Pilgrim fathers would not feel at all honored if they realized how generally they are being confused with the Puritans in the celebrations now being held on two continents to commemorate the three hundreth anniversary of the arrival of the *Mayflower*. The Puritans would probably be even more put out by being confused with the Pilgrims. "The ignorance existing on this subject is almost incredible," wrote the Rev. Dr. Waddington, a London divine, in 1860, and numerous up-to-date commentators repeat his words almost *verbatim*. The fact is that the Pilgrim fathers, founders of Plymouth, pioneer colony of New England, were not Puritans, and were never called by that name, either by themselves or their contemporaries. They were "Separatists," slightingly called "Brownists," and in time became known as "Independents" or Congregationalists. "As Separatists they were represt and maligned by the Puritans," wrote John Abbott Goodwin in "The Pilgrim Republic" (Houghton Mifflin), which has just been reissued in a tercentenary edition, and is said to be considered, both here and in England, the most authoritative history of the Pilgrims. The Puritans not only disagreed with the Pilgrims in many important particulars, but they came quite a few years later.



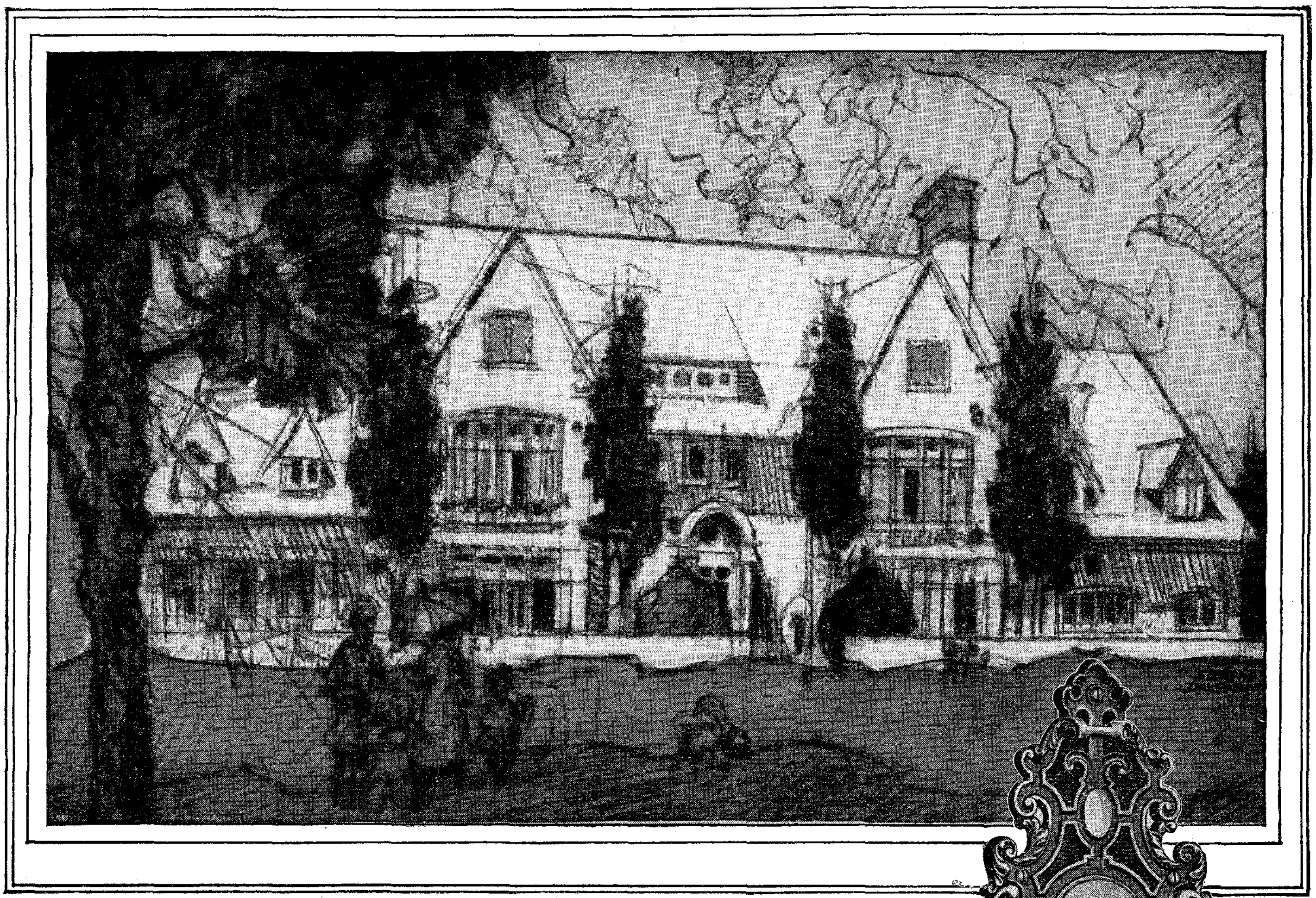
A PIECE OF PLYMOUTH ROCK.

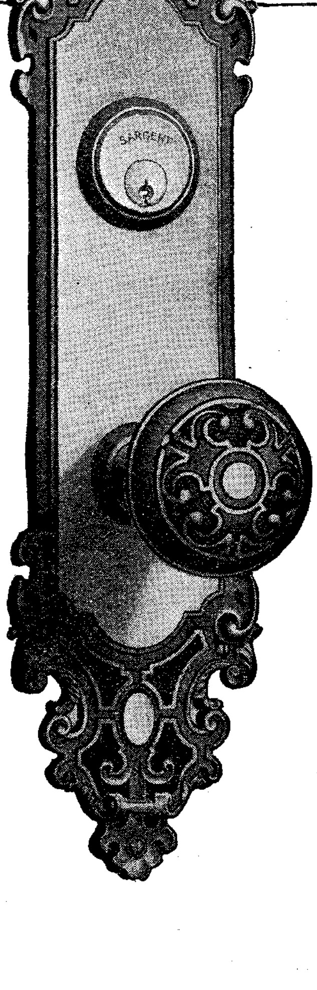
The famous rock on which, tradition has it, the Pilgrims landed direct from the *Mayflower* has been split, and this part of it now lies above tidewater. There is a movement on foot to restore the rock to its original position.

November 21 is the tercentenary of the anchoring of the *Mayflower* inside "the sickle-shaped cape," as Capt. John Smith described Cape Cod, near the present site of Provincetown, Massachusetts. According to authentic records, which add a homely touch of reality to the many legends that have gathered around that historic time, about the first thing the Pilgrims did after their arrival was to have a grand wash-day. This practical matter having been attended to, they proceeded on down the coast in an effort to get to the mouth of "Hudson's River," which had been their destination on leaving Europe. Storms drove them back, assisted, according to some reports, by the machinations of the crew, so that they found themselves, on December 26, in the neighborhood of Plymouth Rock, where they decided to land and establish a colony. Dr. Charles W. Eliot's stirring inscription on the Pilgrim Memorial Monument at Provincetown thus records their great achievement:

> "This body politic established and maintained on this bleak and barren edge of a vast wilderness a state without a king or a noble, a church without a bishop or a priest, a democratic commonwealth, the members of which were straitly tied to all care of each other's good, and of the whole by every one.
>
> "With long-suffering devotion and with sober resolution they illustrated for the first time in history the principles of civil and religious liberty and the practise of a genuine democracy."

Meantime, however, fellow colonists of Capt. John Smith had met at "James City" (Jamestown), Virginia, in the first American legislative assembly. On July 30, 1619, they had thus broken ground for the foundation of the present democratic form of government in the United States. Seventy American cities, according to a bulletin issued by the War-Camp Community Service (New York), are celebrating, or plan to celebrate, the three hundredth anniversary of the Pilgrims' landing, and in most of





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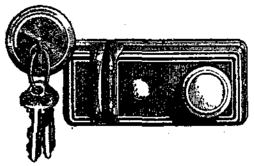

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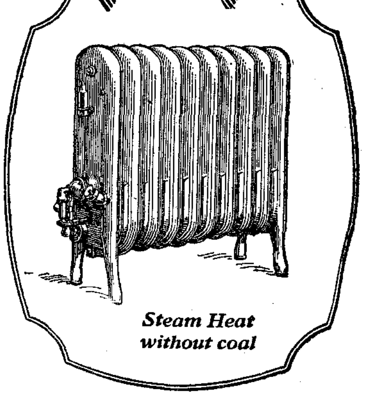
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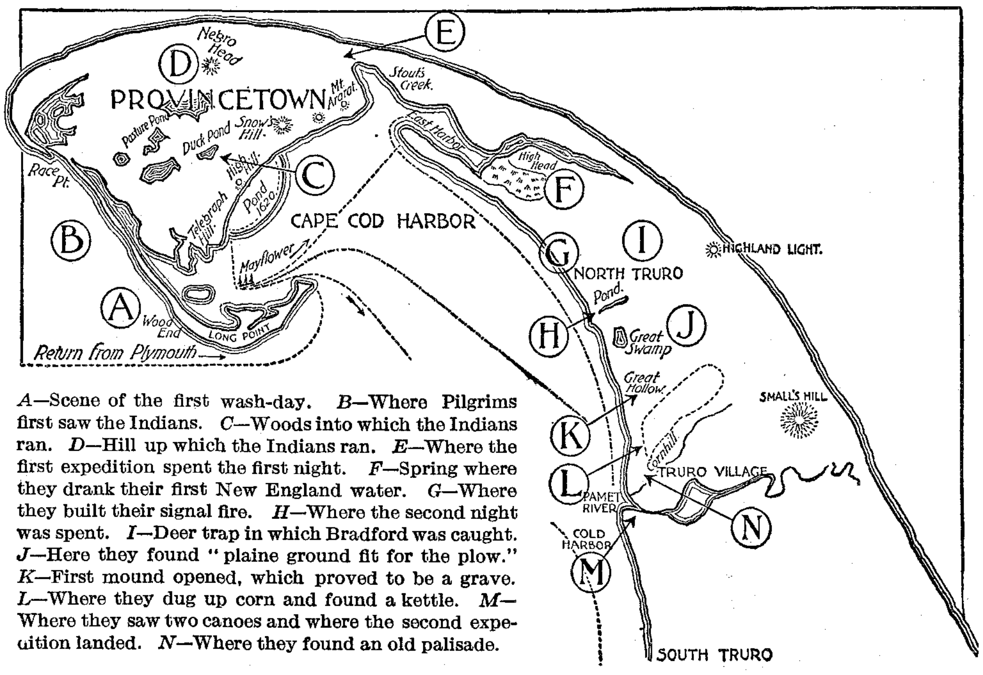
these celebrations the previous colony in Virginia will not be forgotten.

Both John Abbott Goodwin, author of a standard history, "The Pilgrim Republic" (Houghton Mifflin), and Frank M. Gregg, writer of one of the many books that have been inspired by the tercentenary, insist that the basis for any real understanding of the Pilgrims consists in separating them from the Puritans. Tho the Puritans and Pilgrims had many points of similarity, and "are often confounded in the popular mind," Mr. Gregg thus interprets their "great differences" in his introduction to "The Founding of a Nation" (Doran):

> The colonists of the *Mayflower* were Englishmen of the period of 1608, while the Puritans of Massachusetts Bay colony (Salem and Boston) were Englishmen of the period of 1628. The name "Pilgrims" was given to the Plymouth colonists by Governor William Bradford, who was a passenger on the *Mayflower*. The name "Puritans" was applied to reformers of all classes in England in the early part of the seventeenth century by the supporters of the court and King.
>
> When the Pilgrims fled from England to Holland in 1608, the Stuart dynasty had not fully developed its despotic theory of the divine right of kings. The commoners at this period were still loyal. The Pilgrims themselves attributed their persecutions to the bishops of the Established Church and not to the King. But in 1628 Kings James I. and Charles I. had denied many of the ancient rights of the English Parliament and people; and disloyalty was rife throughout the nation.
>
> It is evident, therefore, that the men of these two periods were not impelled by the same motives. The Pilgrims came to America to enjoy religious freedom. The Puritans came to America to enjoy political as well as religious freedom. Considering the conduct of the two colonies in after years toward the mother country, it is reasonable to assume that at no time during the life of the Plymouth colony could the Pilgrims have written the Declaration of Independence. On the other hand, at almost any time between 1628 and 1776 the Puritans could have framed that document of political freedom.
>
> One fundamental difference between the Puritans and the Pilgrims was their attitude toward the Church of England. While the Puritan did not agree with all the forms and rituals of the Established Church, he stedfastly refused to leave it. His attitude was that the Church could be reformed more quickly from within than from without. Even that sturdy old master Puritan, John Winthrop, on the eve of sailing for America, issued the Yarmouth Declaration, swearing his lasting allegiance to the "dear mother church." The Pilgrim, on the other hand, first separated himself from the Established Church and then, rather than worship contrary to his conscience, was compelled to leave his native land.
>
> The term "Separatists," which was so contemptuously applied to the Pilgrims, was literally true. It is also true that his first thoughts of democracy grew out of this church dissension. While still living in England, the Pilgrims gave expression to the broad principle that the people did not require a bishop of the Established Church to select their preacher, but, on the other hand, they were perfectly capable of choosing their own. This doctrine so startled King James I. that he exclaimed, "No bishop would soon mean no King!"
>
> Not only did the Pilgrims and Puritans differ in the fundamentals of church, but in matters of state as well; for the Pilgrims held that church and state should be separated. Any respectable man in Plymouth could be a free man and vote whether he was a member of the congregation or not. Capt. Miles Standish, one of the most prominent men of the colony, was never a member of the church. The Puritans of Salem and Boston, however, vigorously held that only members of the church had the rights of free men and the power to vote. In their minds the church and state were one. The result was that the Pilgrims had a liberal form of government, while the Puritans developed a theocracy sternly despotic.
>
> The liberal spirit of Plymouth was never better demonstrated than during the witchcraft frenzy which for a time completely prostrated its more powerful neighbor. While Salem and Boston were hanging witches, Plymouth would have none of it. When Dinah Sylvester told her story in the court at Plymouth, of how she saw her neighbor, Mrs. Holmes, in conversation with the devil in the form of a bear, she was promptly found guilty of slander and was ordered to be whipt publicly or pay Mrs. Holmes five English pounds. Some years afterward a second case was tried in Plymouth, but the accuser was laughed out of court. These were the only two cases of witchcraft in this colony.
>
> The Pilgrims were a simple country folk. Governor Bradford, the one great authority of these people, says of them: "They were not acquainted with trades nor traffic, but had been used to a plain country life and the innocent trade of husbandry." For twelve long years they had labored together in Holland. Without means to carry forward their exodus into the American wilderness, they turned to a company of London merchants for aid. Their only collateral was the pledge of the labor of their hands for seven years in the forests. After many grievous disappointments they sailed on one ship. Most of them were without arms, and their poverty was so pressing they did not even have extra leather soles for their shoes. Yet it fell to the lot of these men, who lived in log huts and fed upon the bread of corn, to found a nation.



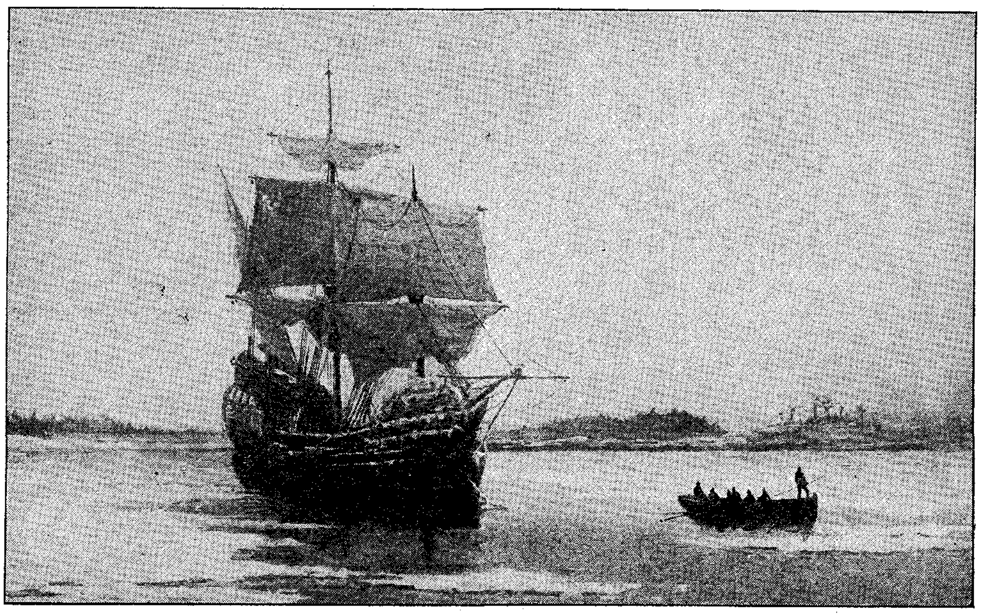
A—Scene of the first wash-day. *B*—Where Pilgrims first saw the Indians. *C*—Woods into which the Indians ran. *D*—Hill up which the Indians ran. *E*—Where the first expedition spent the first night. *F*—Spring where they drank their first New England water. *G*—Where they built their signal fire. *H*—Where the second night was spent. *I*—Deer trap in which Bradford was caught. *J*—Here they found "plaine ground fit for the plow." *K*—First mound opened, which proved to be a grave. *L*—Where they dug up corn and found a kettle. *M*—Where they saw two canoes and where the second expedition landed. *N*—Where they found an old palisade.

MAP OF PROVINCETOWN AND VICINITY, SHOWING LOCATION OF HISTORICAL EVENTS RELATING TO THE PILGRIMS.

—From the Boston *Post*.

> On the other hand, the Puritans included many of the gentry. Some even were personages of wealth and influence. When Governor John Winthrop and his Puritan associates sailed for Massachusetts Bay from Yarmouth, April, 1630, there were ten vessels in the fleet. Ample food was aboard. There were numerous sheep, swine, cattle, and horses. Everything had been provided to make the colonists comfortable and contented in the new country. If John Josselyn, who was in the colony in 1635, is to be believed, the total value of the cargoes of this Puritan fleet was upward of one million dollars—immeasurable wealth compared with the bankrupt voyagers of the *Mayflower*.
>
> That the Pilgrims and Puritans were not one and the same has long been recognized by students of American history. But the average person still thinks of them as one people. The Pilgrims and the Puritans had many points of similarity: both were men of the Bible; both were men of exacting consciences; both wished reforms within the Established Church. Failing in this the one party, weak and friendless, fled to Holland and thence to America, where for eight years it strove in the wilderness to perfect its state and church. When all was in readiness for the opening of the second chapter in the struggle for democracy, the Puritans, strong and self-reliant, sailed into the quiet waters of Massachusetts Bay, prepared to carry on the work.

Many legends of the Pilgrims went glimmering when the lost manuscript of Governor William Bradford, entitled "History of the Plimoth Plantation," was discovered in 1872. Much of the romance and tradition had been founded on Longfellow's poem, "The Courtship of Miles Standish," which was written several years before the discovery of the Bradford manuscript.



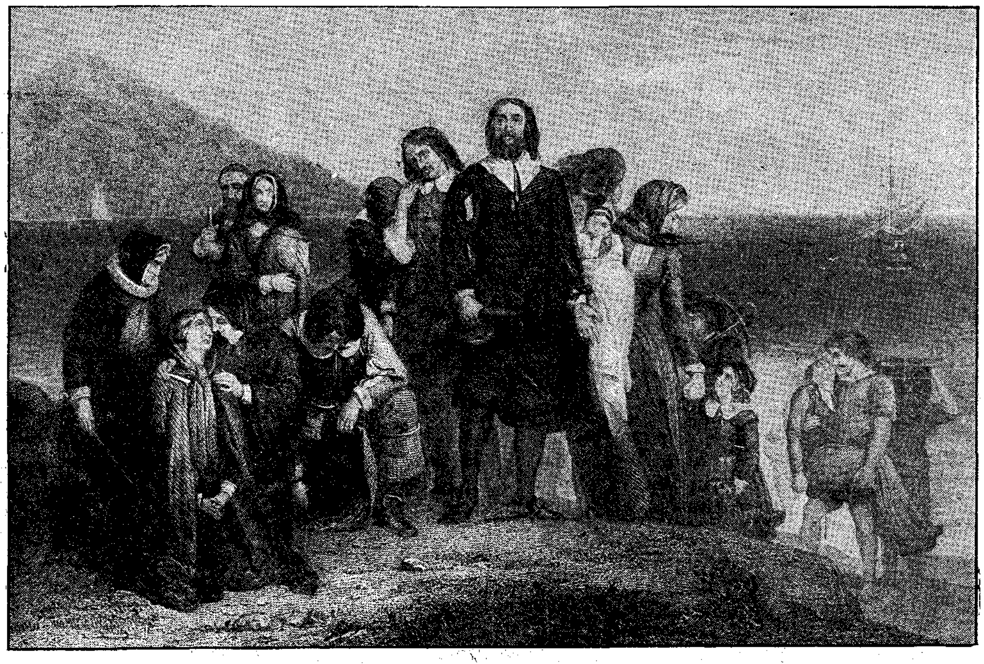
THE *MAYFLOWER* IN PLYMOUTH HARBOR.

The desolate sand-dunes and floating ice pictured by W. T. Halsall, a realistic modern artist, offered as real an opportunity for heroism as could have been supplied by the "stern and rock-bound coast" and giant forests of poetic license.

Longfellow had no means of knowing that his hero, John Alden, was not a member of the colony, but was a cooper by trade, who was picked up on the docks of Southampton and went on the voyage to America on a year's contract. Priscilla Mullins was the daughter of Master William Mullins, a London merchant, who was not, strictly speaking, a Pilgrim father, but a mere "adventurer in the voyage." The bridal journey on the bull's back, so graphically described, was historically impossible, as there were no cattle in the colony until several years later. It is also fully established now that bad as well as good characters came over on the *Mayflower*. The father of a family, "whose subsequent history might cause sociologists to classify them as degenerates," was hanged for murder. The treasurer who purchased the supplies for the voyage refused to make an accounting of the funds, and died leaving his records in chaos. One of the men betrayed his associates, became an embezzler, and was driven from the colony. "Thus was humanity both at its worst and best on this momentous voyage of the *Mayflower*," writes Mr. Gregg, and explains an interesting division in the original company:

There were two separate factions on the vessel. One contingent came from London. Governor Bradford speaks of this group as "strangers thrust upon them," the inference being that, as the London merchants supplied most of the funds, they also insisted on sending some of their own choosing as colonists. The other contingent was the party of Englishmen from Leyden in Holland. These were the real founders of the colony. They were the strong and trustworthy men. Living under the leadership of Rev. John Robinson in Holland for twelve years, they were thoroughly imbued with a democracy of church government, unknown to any other body of Englishmen. The records of Leyden bear evidence to the excellent character of this group. I refer to the remarks of the Dutch burghers of Leyden on the quarrelsomeness of the French Protestants, at the same time pointing out that their English brethren were never in court and were law-abiding citizens. The best evidence extant, that government of the people and by the people came out of Leyden, is the letter of Rev. John Robinson read to the colonists on shipboard just before sailing from Southampton. If every other scrap of testimony on this fact were lost, this letter suggesting and advising the purest democracy is sufficient to identify the founders of this commonwealth. "The Compact," signed in the cabin of the *Mayflower*, which is the foundation of our democracy, undoubtedly originated in Leyden and not in London.

"Three hundred years ago on August 29," writes a historian in *The Sun and New York Herald*, taking up the history of the *Mayflower's* voyage, "there rode at anchor in the harbor of Dartmouth, England, two small ships, the *Mayflower* and *Speedwell*, bound for America." An unfortunate accident, and treacherous management of the *Speedwell*, had added this delay to the series which had tried the voyagers since their departure from Southampton, some weeks before. However:



ONE IDEA OF HOW THE PILGRIMS LANDED IN THE NEW WORLD.

This sentimental steel engraving, representing a view of the Pilgrim fathers, more current a hundred years ago than it is to-day, may be contrasted with Mrs. Hemans's famous description of the landing while "The breaking waves dashed high on a stern and rock-bound coast, and the woods, against the stormy sky, their giant branches tossed." The imaginary mountain in the background will be appreciated by those acquainted with the low, sandy shore of Plymouth Harbor.

Within a week repairs had been made, some of the cargo had been shifted to make the boat more seaworthy, and for the second time the light vessels took a westward course. The *Mayflower's* consort, however, opened her seams again before they had sailed far from the coast, and the masters of both ships turned about

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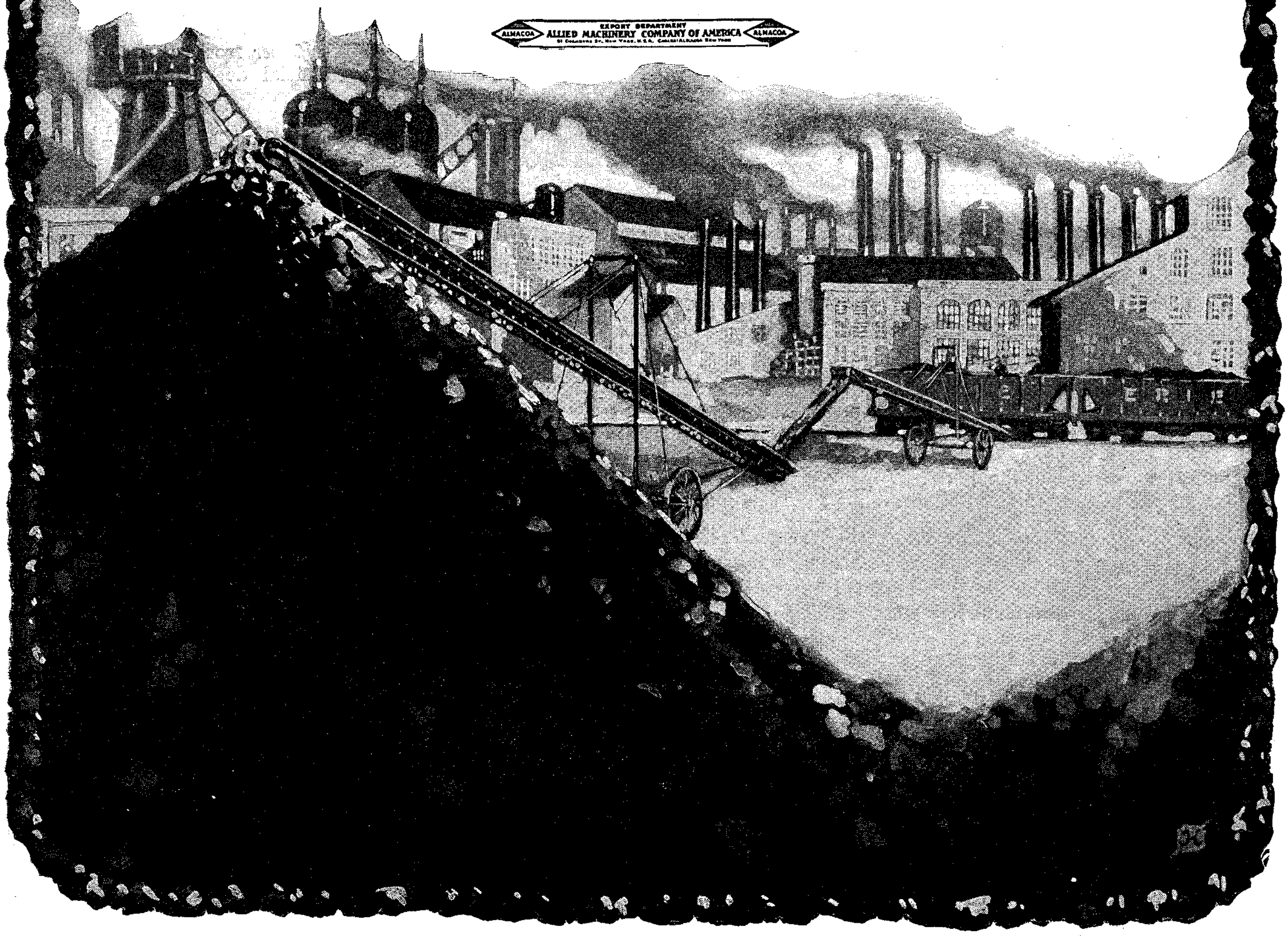

in order to make the nearest harbor, Plymouth, before the *Speedwell* was completely disabled.

During the early days of September the chiefs of the Pilgrims consulted with representatives of the Merchant Adventurers, who had partially underwritten the colonizing expedition, and decided to resume the voyage on the *Mayflower* after both passengers and cargo had been transferred in so far as that ship of only one hundred and eighty tons could furnish space. The *Speedwell* was ordered to return to London with about twenty persons who by reason of failing health or courage could best be spared in undertaking the uncertain voyage to a new land. With this the *Speedwell* passes off the historic scene.

Governor William Bradford, whose "History of Plimoth Plantation" is the authoritative record of the Pilgrim colony, voices the opinion that the luckless *Speedwell* was "overmasted and too much pressed with sayles." More especially he charges that "by the cunning and deceit of the master and his company, who were hired to stay a whole year in the country, and now fancying dislike and fearing want of victeles, they plotted this strategem to free themselves, as afterward was known and by some confessed." Because more of the Pilgrim leaders were on the larger ship, with more provisions, Master Reynolds, of the consort, evidently permitted his courage to become so chilled that he was ready to take full advantage of the unseaworthiness of his craft.

Such an inauspicious beginning must have been a sore trial to the faith and courage of the seventy or more who had sailed away from Delftshaven, Holland, late in July to scatter the seeds of Pastor Robinson's little congregation on the hard soil of the New World. Only such as had become inured to the hardships of a meager existence in the lowlands of Holland for eleven years could probably view these trials as the last fetters of the persecution which they were leaving behind. They had been harried out of England because of their disapproval of the forms and ceremonies of the Established Church, they had by dint of hard work lived in Holland for a decade and had kept their recently developed fair and stern convictions, they had survived numerous violent conflicts in their own congregations, they had sacrificed much of toil and slender savings to make possible this voyage, even before they embarked, only to shatter plans and hopes once more and proceed, with misgivings but absolute devotion, to the cause they espoused. With all their fight to purify the Established Church, they never were unpatriotic. Disloyalty was not in their code. When they left Holland they sailed under the flag of their native land, and in their historic compact they subscribed to that agreement as "loyal subjects of our dread sovereign, Lord King James." After years of living where a foreign tongue was spoken they were inspired to move partly to prevent the corruption of their own language and customs. They chose also to sail under patent from the London Virginia Company, intending to settle along the northern boundary of that grant where they might establish an independent colony and enjoy that freedom of conscience which they had sought in vain at home and on the Continent.

The voyage of the *Mayflower* was the result of long consideration and sagacious negotiation with Dutch colonizers and later with a group of English tradesmen banded together as Merchant Adventurers to finance the expedition. On the one side, the undertaking was the subject of much prayer and conscientious deliberation; on the other, it was a matter of raising funds and driving a good bargain with a group of prospective colonists. The Leyden congregation had definitely decided to establish a colony embodying their own religious views in one of the recently discovered lands across the sea. For a time, Guiana, just visited by Sir Walter Raleigh, was considered, then New Amsterdam, and later Virginia. Influenced not a little by Thomas Weston, of London, they finally agreed upon attempting a colony in the northern part of the Virginia grant near the mouth of "Hudson's River."

Weston returned to England to organize the Adventurers and John Carver and Robert Cushman were sent to London to act for the Leyden congregation in completing arrangements and drawing up an agreement. After discouraging delays during the early summer of 1620 an agreement was signed, the *Mayflower* was hired and fitted out for the voyage, and the Leyden leaders chartered the *Speedwell*. The agreement covered a period of seven years. The Merchant Adventurers bound themselves to contribute the necessary money to transport, equip, and maintain the colony and provided the means of subsequent trade with the mother country. The Pilgrims were pledged to furnish men, women, and children and such further money as was necessary for the undertaking. At the end of seven years all property was to be divided into two equal parts, the Adventurers making their allotments to the seventy comprising the organization on a *pro rata* basis of subscriptions, the colonists dividing in on agreed basis of shares. Each share was reckoned at ten pounds sterling. The division among the Pilgrims was to be along these lines:

every person sixteen years of age and older joining the enterprise counted a share; for each share of money or provisions another share was credited; two children between the ages of ten and sixteen counted as one and allowed a share; children under ten were to receive fifty acres of unimproved land at the end of the seven years.

When the *Mayflower* and *Speedwell* arrived at Southampton early in August there was a disagreement over two stipulations which the Pilgrims wished to make:

They wished to reserve two days in every week for labor to their own account, and at the end of the agreed period of years to possess their homes exempt from valuation and division with the Adventurers. Cushman was derided because he had not secured these concessions, but the differences were composed, and with a parting letter of blessing from Pastor Robinson the two ships slipt out of Southampton Harbor, August 15—new style—1620.

Governor Bradford tells of the following significant measures which were taken in Southampton for the management of the voyage. It is indicative of the political organization which later was effected:

"Having ordered and distributed their companies for either ship, as they conceived for the best, they chose a governor and two or three assistants for each ship, to order the people by the way and to see to the disposing of provisions and such like affairs. All of which was not only with the liking of the masters of the ships, but according to their desires."

Until the *Speedwell* was abandoned at Plymouth, Deacon John Carver was in charge of the passengers on that ship and Martin and Cushman divided authority on the *Mayflower*. There is no record of a subsequent election, but judging from the fact that Deacon Carver was "confirmed" as the first governor of the new colony, it may be correct to believe that he was in similar authority during the voyage of the *Mayflower*. Martin was not liked because as an Adventurer he had helped drive a shrewd bargain.

It was September 6—old style—when the *Mayflower* started the historic voyage to Cape Cod and America. There were one hundred and two Pilgrims on board, with a small crew and as much cargo as could be stowed safely in the hold and every other available inch of space. We have no authentic record of the accommodations which the ship offered; in fact, there exists no exact description of the vessel itself. In all the writings of Bradford, Cushman, and Capt. John Smith, no mention of the ship's name is made, and we get the earliest authoritative evidence that it was the *Mayflower* from the heading of the "Allotment of Lands," an official document made at New Plymouth, March, 1623.

Governor Bradford's "History of the Plimoth Plantation" and "Mourt's Relation," supposed to have been written by Governor Bradford and others to friends in England, contain the only accounts of the memorable ocean passage. To quote from Governor Bradford's story of the voyage in his "History":

"Sept. 6. These troubles [difficulties with the *Speedwell*] being blown over; and now all being compacte togeather in one shipe, they put to sea againe with a prosperous winde, which continued diverce days togeather, which was some incouragemente unto them; yet according to the usuall manner many were afflicted with sea-sicknes."

Only this for the beginning of the voyage, but as evidence of deeply religious reflections one incident is related with painstaking detail.

"And I may not omit hear a spetiale worke of God's providence. There was a proud and very profane younge man, one of the sea-men, of a lustie, able body, which made him the more hauty; he would allway be contemning the poore people in their sicknes, and cursing them dayly with greevous execrations, and did not let to tell them that he hoped to help to caste halfe of them overboard before they came to their jurneys end, and to make mery with what they had; and if he were by any gently reproved, he would curse and swear most bitterly. But it pleased God before they came halfe seas over to smite this yonge man with a greevous disease, of which he dyed in a desperate manner, and so was himselfe the first that was throwne overbord. Thus his curses light on his owne head, and it was an astonishment to all his fellows, for they noted it to be the just hand of God upon him."

Of the remainder of the voyage Bradford says:

"After they had injoyed faire winds and weather for a season they were incountered many times with crosse winds and mette with many fierce storms, with which the ship was shroudly shaken, and her upper works made very leakie, and one of the

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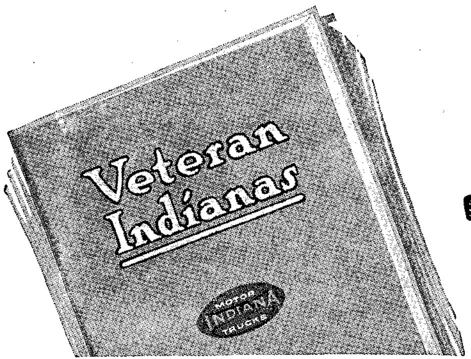
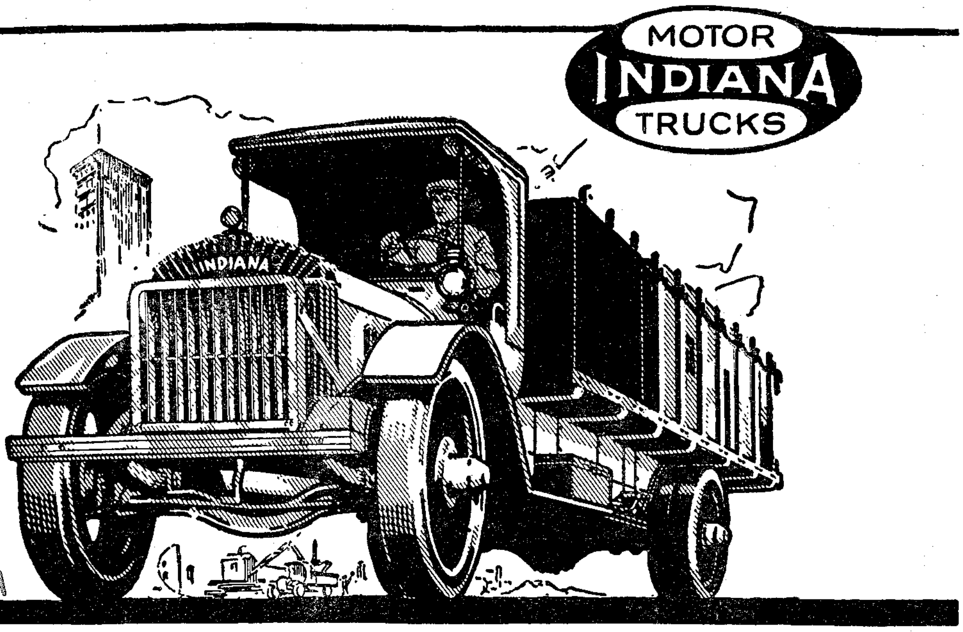
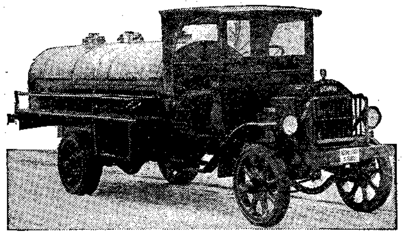
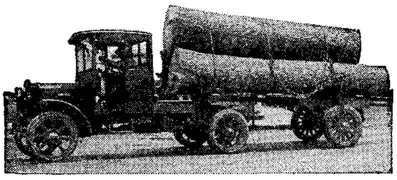






Oil Industry
An INDIANA Truck at work in Kansas City, Missouri.



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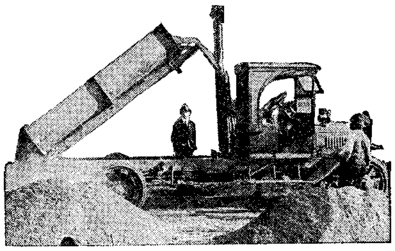

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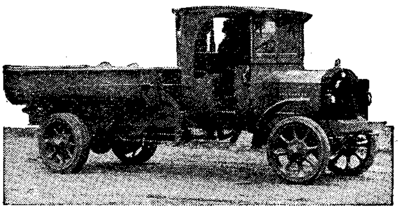
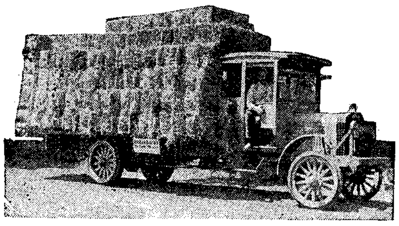


Coal
An INDIANA Truck at work in Toledo, Ohio.



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maine beams in the midd ships was bowed and craked, which put them in some fear that the shipe could not be able to performe the vioage. So some of the cheefes of the company, perceiveing the mariners to feare the suffisiencie of the ship, as appeared by their mutterings, they entered into serious consuletation with the master and other officers of the ship, to consider in time of danger, and rather to retuurne than to cast them-selves into a desperate and inevitable perill. And truly ther was great distraction and difference of oppinion amongst the mariners them selves; faine would they doe what could be done for their wages sake (being now halfe the seas over), and on the other hand they were loath to hazard their lives too desperatly. But in examining of all oppinions, the master and others affirmed they knew the ship to be stronge and firme underwater; and for the buckling of the maine beame, ther was a great iron screw the passengers brought out of Holland, which would raise the beame into his place; the which being done, the carpenter and master affirmed that with a post put under it, set firme in the lower deck, and otherways bounde, he would make it sufficiente. And as for the decks and uper workes they would calke them as well as they could, and though with the workeing of the ship they would not longe keep stanch, yet ther would otherwise be no great danger, if they did not overpress her with sails. So they comited them selves to the will of God, and resolved to proceede.

"In sundrie of these stormes the winds were so feirce and the seas so high as they could not beare a knote of saile, but were forced to hull—strike sails and toss with the waves—for diverce days togither. And in one of them, as they thus lay at hull, in a mighty storme, a lustie younge man (called John Howland) coming upon some occasion above the grattings, was, with a seele—roll—of the shipe thrown into the sea; but it pleased God that he caught hould of the top-saile hailliards, which hunge overboard, and rane out at length; yet he held his hould (though he was sundrie fadomes under water) till he was hald up by the same rope to the brime of the water, and then with a boathooke and other means got into the shipe againe, and his life saved; and though he was something ill with it, yet he lived many years after, and became a profitable member both in church and commonwealthe.

"In all this viage ther died but one of the passengers which was William Butten, a youth, servant to Samuel Fuller, when they drew near the coast."

From his experience and knowledge of sailing conditions in those days, Capt. John Smith writes: "But, being pestered nine weeks in this leaking, unwholesome ship, lying wet in their cabins, most of them grew very weak and weary of the sea." Of the conclusion of the voyage, Bradford writes:

"After longe beating at sea they fell with that land which is called Cape Cod; the which being made and certainly knowne to be it, they were not a little joyfull. After some deliberation had amongst themselves and with the master of the ship they tacked aboute and resolved to stand for the southward (the wind and weather being faire) to finde some place aboute Hudson's River for their habitation. But after they had sailed that course aboute halfe the day, they fell amongst deangerous shouls and roring breakers, and they were so farr intangled ther with as they conceived them selvse in great danger; and the wind shrinking upon them withall, they resolved to bear up againe for the Cape, and thought them selves hapy to gett out of those dangers before night overtooke them, as by God's good providence they did. And the next day they gott into the Cape harbor wher they ridd in saftie.

"Being thus arrived in a good harbor and brought safe to land, they fell upon their knees and blessed the God of Heaven, who had brought them over the vast and furious ocean, and delivered them from all the periles and miseries thereof, againe to set their fete on the firme and stable earth, their proper elemente."

The reference to the Hudson River is worthy of further notice, comments the *Sun* writer, entirely apart from the rôle which New York might have played as the center of New England. He explains:

Some historians, notably Azell Ames, who has compiled "The *Mayflower* and Her Log" from original sources, assert that the skipper of the *Mayflower* was Capt. Thomas Jones, a rough sea-dog who had led a more or less piratical career on the high seas. Between Captain Jones and Sir Ferdinando Gorges and doubtless Weston, they allege that a plot existed whereby the Pilgrims were deliberately stolen from the London Virginia Company and planted on territory outside of the Virginia grant. The maneuvering about Cape Cod, according to this interpretation, was simply a part of the plot to discourage the Pilgrims from settling near the Hudson, as evidently they intended when they left Holland. It is difficult to say that they were duped, for there is not a trace of suspicion about Captain Jones in any of the writings of this period of the Plymouth colony. The exact identity of "Master Jones" is not clear. Bradford does not refer to him by his first name, and hence there has arisen the alleged complicity with Gorges and the Earl of Warwick. Historians of the Massachusetts Historical Society say that the skipper was one Christopher Jones, a trustworthy man, entirely different from Capt. Thomas Jones, who was known to have a checkered career during his voyages to Virginia and other colonies. The course of American colonial history may have been greatly changed when the Pilgrims encountered the shoals and unfavorable winds off Cape Cod, but this bit of destiny can be easily exaggerated. It is sufficient here to relate that the Pilgrim colony was founded outside the jurisdiction of the company from which had been granted a patent. Whether the eminent Gorges connived with a crafty skipper to accomplish the colonization of his difficult northern territory it is not necessary here to state. As one of the leading members of "The Council for the Affairs of New England," he was quick to grant a patent to the Plymouth colony in 1621.

THE "RESTRAINED JOY" OF BEING FIFTY

MANY OLD CODGERS of fifty or more jolly themselves into thinking they feel better than they ever did in their lives before, and really are better. Not infrequently they sit down and write a long story for a popular magazine telling with great wealth of detail just how ebullient their health is, how effervescently the blood bubbles in their veins, with what keen zest they daily perform prodigious stunts in the line of labor, and many other things, all calculated to convey the idea that never prior to their beginning to climb down the shady side of life did existence hold any appreciable charm for them. This is very fine and very encouraging to everybody who has reached the age when he realizes each day that he is older than he was the day before and that in all probability he will be still older the next. Occasionally, however, some fellow, usually not yet forty, but nevertheless already dyspeptic and melancholy, comes along and seeks to prick the iridescent bubble of the ancient optimists. Such a one is Frank Condon, who writes in *Sunset* (San Francisco) that while he is still in his middle thirties, as a strict dealer in truth he has to confess himself "sensibly growing more feeble, listless, melancholy, and impervious to joy with every passing year." Then he proceeds to poke mild fun at the oldsters who are always telling how young they feel. Among other things, he professes to have observed that it is only authors who are always coming out and whooping up the joys of advancing years. Condon opines that the reason for this probably lies with the publishers who no doubt feel that any author who "doesn't starve to death and accept burial at the hands of his friends," before he reaches the age of fifty, "thereby becomes famous and people are anxious to hear his strange story." But for his own part, this writer intimates that there are a lot of other people whose looking-backward-at-fifty stories he would just as soon hear, and he names some of them:

Contemplate, for example, the steeple-jack of fifty, who has passed a long and active life swaying on a child's swing against the lofty shingles, or parked on the precarious lightning-rods of numberless First Baptist churches. He should be able, one would think, to glance round at fifty with more or less interest. After fifty years of regular union steeple-jacking, a man certainly ought to have a story worth hearing, and yet, up to this time, I can recall nothing of the sort.

Likewise, a standard lion-tamer of fifty might be expected to have a history of sorts, especially if he has plied his trade since a mere lad, as most lion-tamers do. Does any one give these simple folk a chance to look backward? Not at all. Of course, lion-tamers of the proper age are notoriously a surly and uncommunicative lot, and it is a distinct feat to make them sit down and dash off eight or ten thousand words about how they feel at the present time. With authors of fifty this is not nearly so difficult as with lion-tamers or steeple-jacks, and that may have a certain bearing upon it. Possibly the editorial relation with authors is more intimate than with lion-tamers, but even so, the thing has a one-sided look to it.

There are, too, crossing-tenders and burglars of fifty who

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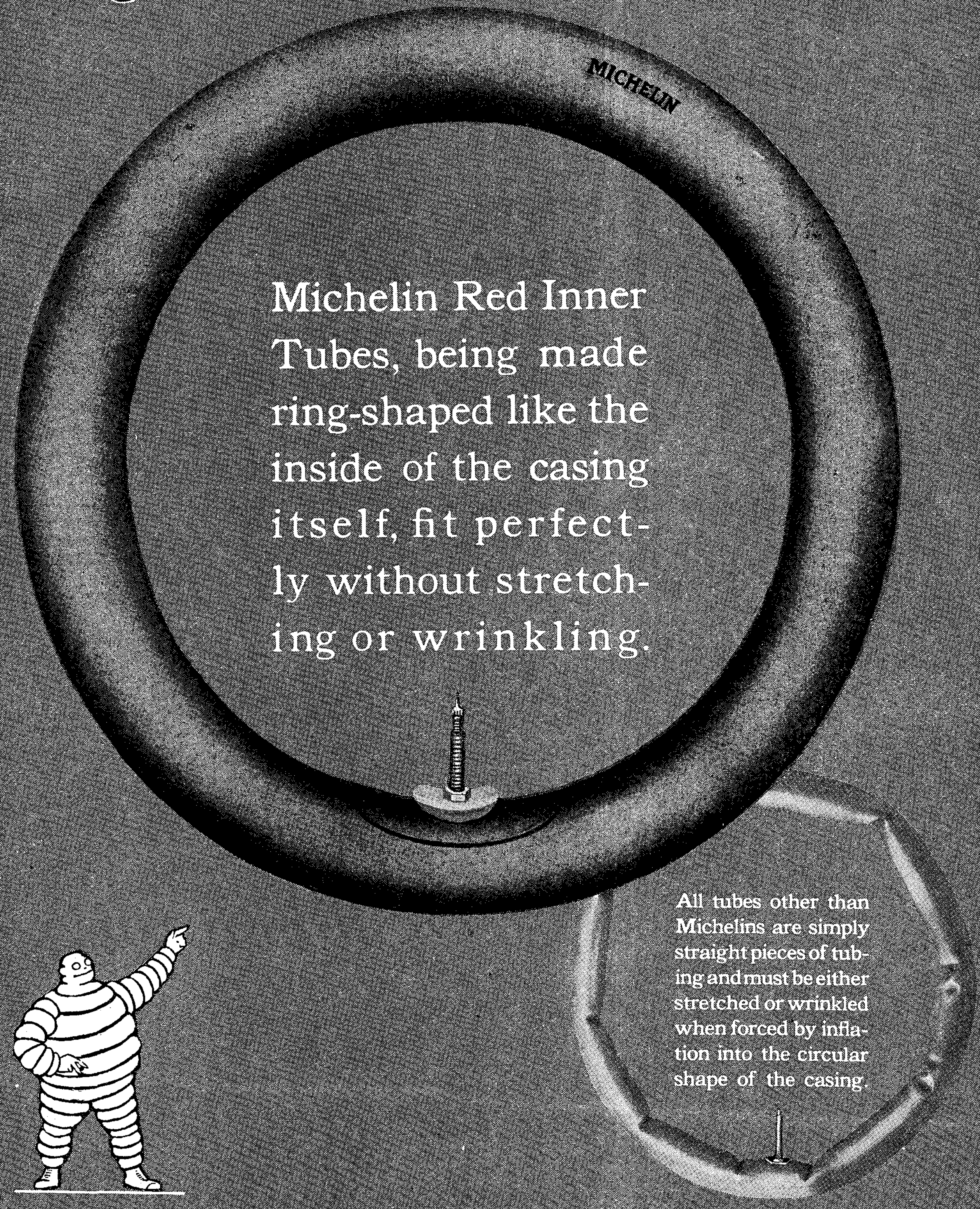

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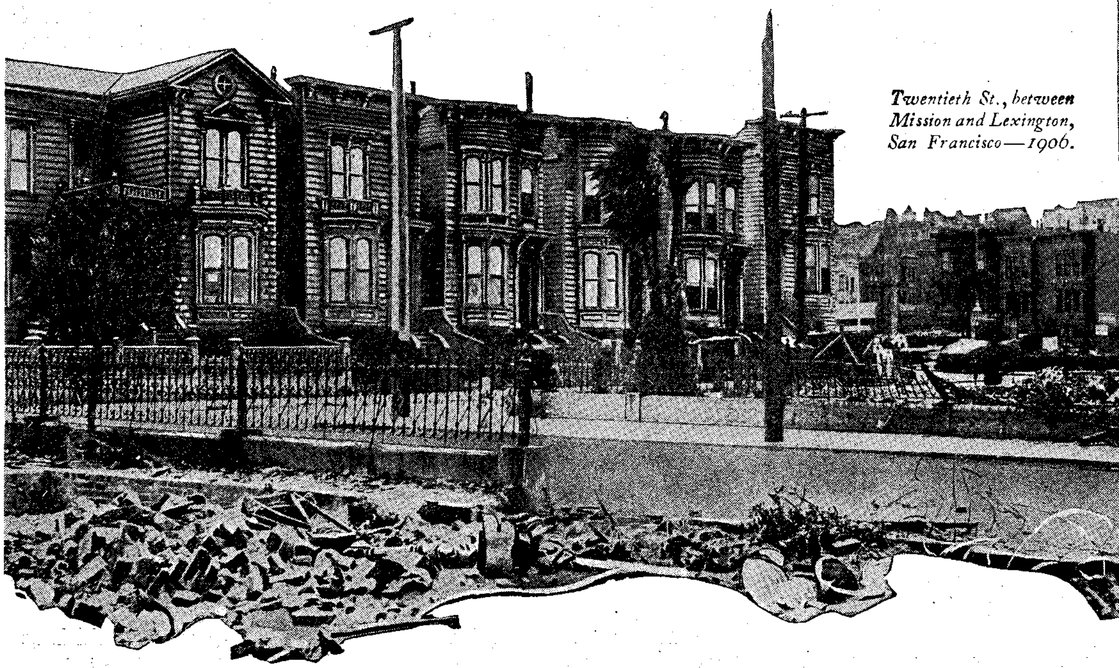
> might be inveigled into writing interesting yarns about how they started in the business, and finally, after years of struggle, managed to reach their present comfortable and happy state, yet they rarely are asked to contribute. Consider the sea-captains, for another example. How about them? And the safe-blowers and the locomotive firemen of fifty, along with the sword-swallowers, the concrete-block makers, and the sheet-straighteners. Why don't the leading periodicals ever get after them? It is a very difficult thing to explain.

This reference to what tales many others besides authors might tell is merely a digression, however. Most of the article is devoted to the authors. Mr. Condon says he wouldn't exactly say, at least not openly, that some of these authors man-handle the truth in their stories of the joys of life at fifty or beyond, tho he does suspect that they trifle with it at times. He says:

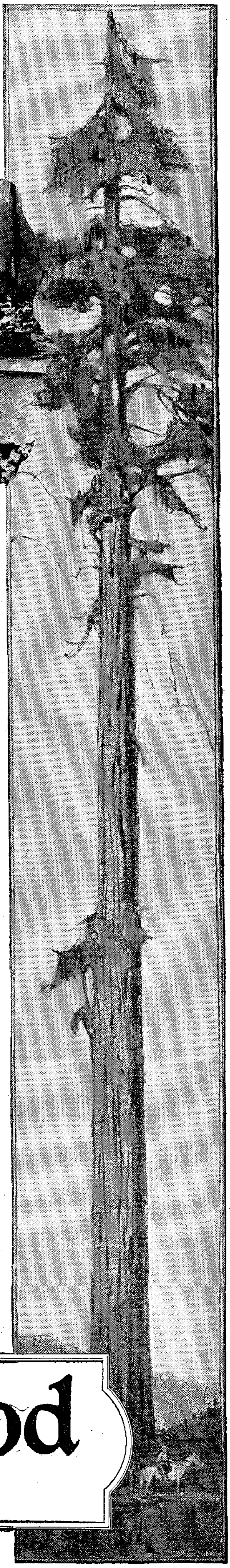
> Perhaps some of the unbelievable things they write are careless mistakes. Making mistakes is one of the nice things about being an author. He can make as many mistakes as he likes, and go right on being an author. With a shell-loader it is different. A shell-loader can make only one mistake in an entire career. Upon making that mistake he goes permanently out of the shell-loading profession and his heirs begin squabbling over the estate.
>
> The looking-backward experts are always men, and tho I have followed the leading periodicals carefully I have yet to come across a lady author of fifty in the throes of glancing toward her past and recalling how puerile it was. This may be due to the legendary reticence of the female concerning her age, or it may be that there are no lady authors of fifty.
>
> One thing must be admitted about all who take their pens in hand to explain how it feels to be fifty. There is never an uncheerful word. Restrained joy is invariably the key-note. They all confess to a gaiety and a briskness and even a wild abandon that seems astonishing. They swear that now, at fifty, they are more skittish and joyfully ambitious than when they were first learning how to button up long trousers and encourage a reluctant mustache.
>
> They can see no difference between fifty and twenty, no matter how hard they look, and this is one of the statements, made over and over, which is bound to cause real reflection among thinking readers. If our authors can detect no difference between fifty and twenty, how are we to trust them in other and more serious matters? If one of them writes a novel or a significant drama pointing out the right way for a woman to treat her errant husband, how do we know whether to believe him or not, especially if he has just finished a looking-backward piece, wherein he sees not the faintest difference between fifty and twenty?
>
> Not long ago one of these eagle-eyed authors black-glanced all over the front of a leading periodical and then leapt into the rear, among the shaving-cream and calculating-machine advertisements, and announced that at fifty he felt stronger and younger and more fit than ever in his life. He declared in ringing tones and with an infinity of detail that he was now working at full speed for the first time, and that until he had reached fifty life had meant nothing to him. Now, so he says, his blood is leaping through his veins like wine, and he is doing genuinely good and artistic work, the sort of finished work which would have been entirely beyond him in the inconsequential years gone by. He sees life as it really is, and he enjoys it. His work is now a polished product that brings him personal satisfaction as he contemplates it.
>
> This is mighty cheerful and encouraging news and as reading matter it is hard to beat. It is just the sort of reading matter that the manufacturers of rubber bath-mats, razor-stroppers, and mechanical pianos like to have opposite their advertisements, and so every one is pleased, including the editor, readers who are beginning to regard the gray glint in the morning whiskers with some concern, the advertisers, and, best of all, the author himself.
>
> However, I was talking with a medical friend lately, and it was rather unfortunate, too, because he is a mean soul and he throws a very damp blanket. I will say that this particular physician is one of the most facile and accurate wet-blanket-throwers in America, and delights in it. I was, for the moment, in a hopeful mood, having just finished the newest glancing-backward piece, when I encountered Old Doctor Dismal. He had read it, too. We discust it and he stated that any author who finds the blood bubbling through his veins like wine at fifty is either indulging in airy persiflage, or else he requires the services of a good blood specialist. At fifty, according to the blanket-thrower, the blood does not bubble, whether it is the blood of an author or an Eskimo. It sort of meanders along gently and majestically, moving with the deliberation of a supreme court decision, and even at that it requires an occasional shot of sulfur and molasses in the spring or it will not go at all.
>
> I went away more or less discouraged, because one can scarcely flout the dictum of science, and at the present time science is completely at odds with the looking-backward boys and the leading periodicals.

Mr. Condon gives it as his opinion that much of what appears in the periodicals regarding old gentlemen who feel like new is due to the influence of much previous literature on the subject tending to make everybody in general and old gentlemen in particular inclined to repudiate old age. As we read:

> All sorts of men who are approaching fifty, or passing it, are intensely interested in just such articles as they find in the looking-backward series. A famous New York journalist has a pet editorial which he drags from its lair and shoots into print about once in every two weeks. A constant reader of his paper can be certain of getting that editorial once in a fortnight and the sharper ones can almost foretell the day of its coming. It points eloquently and even passionately to the remarkable career of Lahaima the Great, advising discouraged men to behold him and take example. Lahaima the Great, says this editorial, did not even begin to build the celebrated Curicules until he was sixty-seven years old. The readers are urged to think of that in moments of blank despair. Of course, none of them gives a faint whoop for the Lahaima. They care very slightly whether he built the Curicules in his sixty-seventh year, whether he built them at all, or whether the job was really done by the anti-administration forces of the time. They don't know what the Curicules is or are, nor do they care, such is the appalling ignorance and indifference of the average newspaper reader. Neither does the editor, but the solution of the thing is very simple. The editor himself is not so young as he was. In fact, he is hastily approaching sixty, and the sweetest words he writes, the most consoling and soothing words, are to be found at regular stated intervals in his Curicules editorial.
>
> If all these looking-backward gentlemen told the precise truth about their preference in reading, we would discover, no doubt, that many of them are hopeless addicts of the mortuary type of literature. We would find that the obituary column in the morning paper is a source of much innocent pleasure, especially on those cheery mornings when the age-average is high. The usual custom with regard to the obit. col. is to skip the names and addresses which, of course, are of no importance. Some mornings the vital statistics are encouraging. They may read this way: Mary Jones, died, eighty-seven; Martha Malone, died, ninety-one; Jerry Kincaid, died, seventy-seven; Oscar Fishbaum, died, eighty; Sam Limper, died, eighty-eight—and so on, down to the heavy line where the births begin. These are, indeed, the sunny mornings. The author then takes his pen in hand and sits down briskly to the day's work. He starts on his new novel or his new play with energy and gusto, murmuring the clever things aloud to see how they sound before putting them imperishably down. He hums gently, smiles at the canary, and looks like a man who is enjoying life to the full. On such mornings his wife may discuss the bills with him freely.
>
> If, on the other hand, the quotations in the obituary column have a more sinister look, things are otherwise. They may run this way: Mary Smith, died, forty-seven; Agnes Johnson, died, fifty-one; Oliver Obus, died, fifty; Michael Murphy, died, forty-five; George Mutwiller, died, fifty-two; James Jones, died, forty-nine; Nathaniel Ewing, died, thirty-six—and so forth, down the whole dreary list. If it is that sort of morning news, the author is a ruined man, so far as that particular day is concerned. The next day he may possibly recover his poise. The news may be more jolly. He hopes so. He puts on his raincoat and rubbers, if it is a damp day, and sloshes dismally round the yard all morning, thinking of all the disheartening things he has ever heard, and wondering gloomily if he could stand the life-insurance test for an extra thousand.
>
> A dyspeptic friend of mine claims that the half-century lads are merely indulging in the old-fashioned and always popular pastime of balming themselves along as they go onward. I hate to think so. He says that they are doing nothing more than warming the cockles of their hearts, and at the same time flattering the large and general public, because, says he, if there is any single subject about which we all delight to be spoofed, it is the subject of old age.
>
> Every man of fifty loves to imagine himself (goes on this old croaker) running swiftly after street-cars, driving two hundred and fifty yards from the tee, dashing up the stair two steps at a time, chinning himself at the Y. M. C. A., and possibly being



Twentieth St., between Mission and Lexington, San Francisco—1906.



How Redwood Helped Save a City

During the great conflagration of San Francisco in 1906, the fire was stopped at a dozen places by rows of Redwood dwellings which faced the onrushing flames. The houses were scorched, but refused to burn.

The slow-burning qualities of Redwood gave the fire fighters their opportunity for getting the flames under control, thus saving large areas of thickly built-up sections.

P. H. Shaughnessy, formerly Chief Engineer of the San Francisco Fire Department, says:

> "After an extended experience of more than 22 years in active connection with the San Francisco Fire Department, the results of my observations convince me that under *similar conditions of heat-exposure, Redwood lumber ignites much less quickly and burns much more slowly than . . .* other resinous soft building woods with which I am familiar; *and I am also convinced that when Redwood becomes ignited the fire is much more easily extinguished.*"

This unusual resistance to fire is due to the absence of pitch or resin, and it renders Redwood highly desirable for the construction of homes and other frame structures, as well as for industrial and specialty purposes—sheathing, siding, shingles, lath, rails, pillars—fire-door cores, tanks, vats, mining timbers, etc.

Redwood also resists *rot* to a remarkable degree, an added advantage in hundreds of construction and specialty uses. A *natural* preservative is present in the Redwood tree.

Gradually increasing knowledge of the unusual and peculiar properties of Redwood for many building, industrial and specialty purposes, has resulted in a demand for this lumber to the extent of taxing the present facilities of the Redwood mills. The mills are making every effort to enlarge their production to take care of the increased demand. There has also been a persistent demand from lumber users and prospective users for further information about this remarkable wood, and this series of advertisements is for the purpose of providing such information.

CALIFORNIA REDWOOD ASSOCIATION
714 EXPOSITION BUILDING, SAN FRANCISCO

California Redwood
Resists Fire and Rot

arrested for flirting. He knows, declares Gloomy Pierre, what the cold truth is. The cold truth is that at fifty the old boy is slowing up, and that he can hear an occasional creaking of the machinery that certainly was not creaking a few years ago. He knows, furthermore, that his blood is not racing hotly through his veins, and that he can keep himself from climbing picket-fences with practically no effort whatever. His blood does not bubble like wine, and he is mighty lucky that his arteries are only as hard as they are, and not twice as hard, as they will be presently.

Looking at it from another angle, my candid friend produces the law of averages and seeks to confound the fifty-year-old hopefuls. Why, he asks, do they expect to do what they expect to do? How come? Upon what figures and facts do they base their cheery reasoning? At fifty they say that they are now going to sit down and write the great American novels, which they have been contemplating during all these callow years of immaturity and animalism. According to the law of average, the chances are, says my friend, about twelve to five that they don't do anything of the sort.

A journeyman shoemaker who reaches a serene and ripe fifty rarely rubs his hands together in boyish enthusiasm and announces that he is now going to make shoes that are shoes. He knows approximately well that if he hasn't made his *boot de résistance* yet, the chances of any spectacular shoe-making in the years to come are very slight indeed. He will go on making shoes, of course, because after all, that is his trade and the rent must be paid, but he has no wild illusions about it.

Nor does the jolly motorman of fifty look back and sneer as he regards himself in the past. He doesn't expect to perform miracles of motor-manning during the rest of his life. In fact, if he is a truthful motorman, he will probably admit that his finest lever-twisting is now behind him, and that his future work will in all likelihood be very ordinary. This is because the average motorman lacks the warm enthusiasm of the fifty-year author. Anyhow, nobody is going to ask him to sit down and glance back.

WHY YOUNG WOMEN ARE LEAVING OUR FARMS

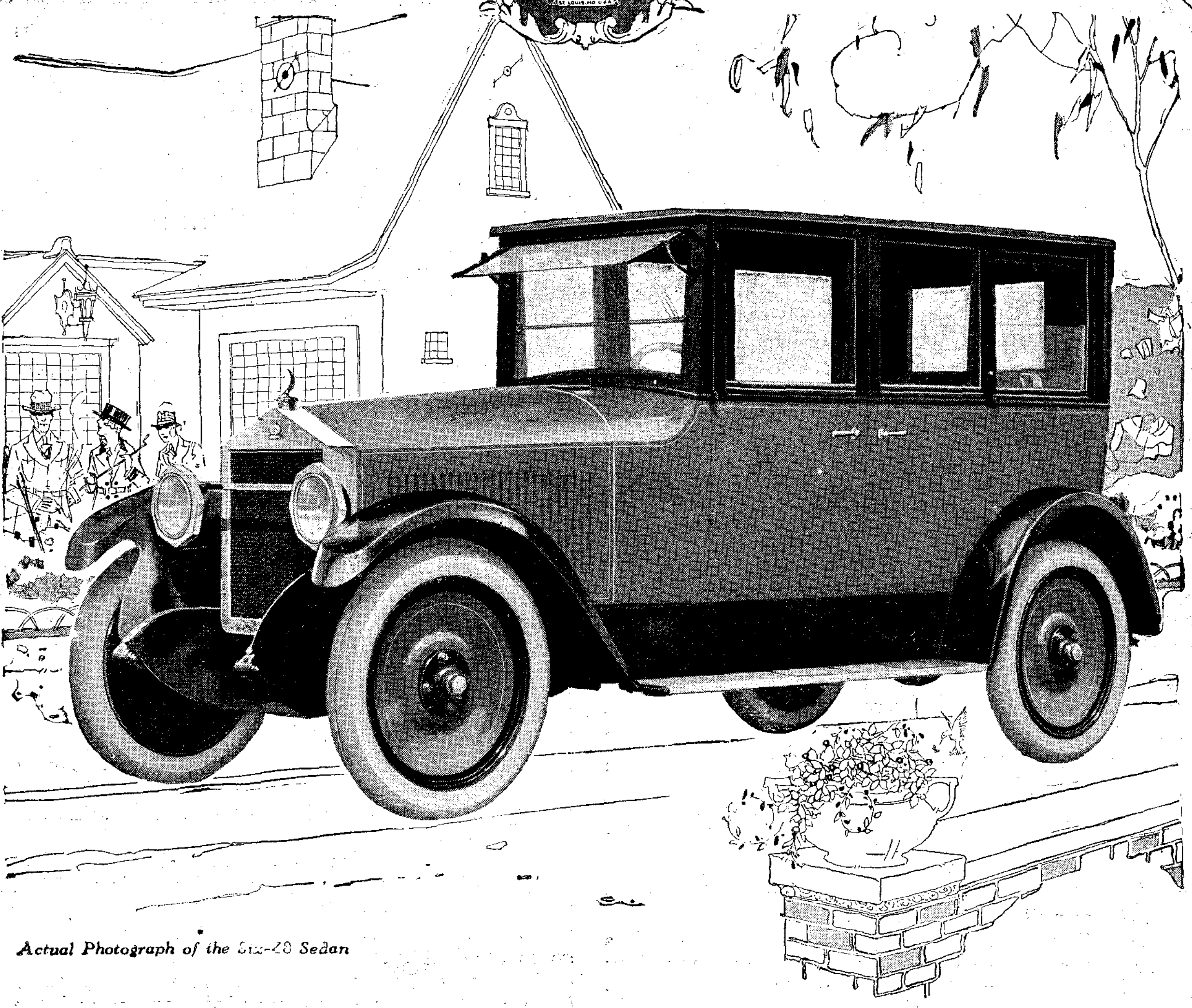
IT IS A COMMONPLACE that boys are leaving the farms, but a recent report says that young women are leaving even faster. The waste of woman-power and the poverty of the child-crop on the farms form one of the most serious menaces to the rural life of the nation, according to deductions based on an exhaustive survey conducted by the Department of Agriculture in cooperation with the State agricultural colleges and farm bureaus. The farmer's wife has a long round from morning sun to dewy eve, and then some more. After she has finished sweeping, cooking, milking, churning, carrying in water, and doing odd chores around the barn and woodhouse, not to speak of sometimes helping to feed and bed the live stock, she has, of course, nothing to do until about five o'clock next morning, when she lights the kitchen stove and starts where she left off the night before. Becoming a trifled bored with this unexciting round of toil, the farmer's daughter casts an understanding eye at the neighboring farmer's son who has been hanging around her ivy-clad porch, reflects upon what he has to offer, and catches the next train to Squedunk or New York. And because she lives more than five and a half miles from the family doctor, twelve from a trained nurse, and fourteen from a hospital, and rarely has any prenatal care, the farmer's wife too often sees the cradle emptied for the grave. Infant mortality, in spite of the healthier environment, is higher in the country than in the city. Yet for all that there is a means of persuading the farmer's daughter to stay on the farm, and it is possible to save the babies.

A survey of ten thousand farm homes in thirty-three States of the North and West, recently completed, reveals the fact, according to an article in the New York *Tribune*, that young women are leaving the rural districts in larger numbers than young men. And this is why:

> More than half of the women interviewed, altho classed by the Census Office with those having "no occupation," are up and at work by five o'clock in the morning. The working day of the average woman is 11.3 hours the year round, and in summer it is 13.12 hours. And eighty-seven out of each one hundred women have no regular vacation during the year.
>
> Five additional men are required for at least six weeks in the year on eighty per cent. of 6,083 farms reporting, but only fourteen per cent. of the women included in the survey reported hired help, and that for about only three and a half months each year. Yet ninety-four per cent. of the women made part or all of the family bread, sixty per cent. churned their own butter, in ninety-six cases out of one hundred they did the family washing, forty-three per cent. having no washing-machines, and only thirty-two per cent. having running water in their homes; ninety-two per cent. did all the family sewing, and otherwise looked after their families, the average numbering five persons, and their homes, meaning in the majority of cases a seven-room house.
>
> In addition, twenty-four per cent. of the women assist in the field work, twenty-five per cent. help to feed and bed the live stock, thirty-six per cent. assist in the milking, eight thousand include milk-pails in their dishwashing, and five thousand seven hundred and three wash the separators. Eighty-one per cent. attend to the poultry, meaning on an average ninety hens, and fifty-six per cent. spend part of their time weeding, hoeing, and tending the vegetable- and flower-gardens.
>
> These tasks accomplished, the farm woman has nothing else to do, and may devote herself to such social diversions as are possible at an average distance of 5.9 miles to the nearest high school, 2.9 miles to the nearest church, and 4.8 miles to the nearest market, and to the care of her children, if she has any.

It has generally been thought that children grew as thick as weeds on the farm, but seven thousand four hundred and sixty-seven reports showed an average of but 1.18 under ten years of age for each home, and but 0.89 between ten and sixteen years of age. In the rural homes of the East the number of children fell below the country-wide average, while that in the Western section proved the highest, with 1.4 children under ten years and .97 child per home between ten and sixteen years. As a partial explanation of this grave phase of rural life, the writer says:

> Significant in this connection are the figures showing that the average farm home is more than five and a half miles from the family doctor, twelve from a trained nurse, and fourteen from a hospital.
>
> "This means," comments Miss Florence E. Ward, in charge of the department's extension work with women, under whose direction the survey was made, "that even tho the farm-home be provided with an automobile and a telephone (sixty-two per cent. have autos and seventy-two per cent. have phones), the farm family may be obliged to act unaided in case of sickness, childbirth, or serious accident."
>
> What this means to farm mothers is indicated by the recently published reports of special field agents of the children's bureau of the Department of Labor on maternal and infant welfare in rural areas in widely separated States.
>
> "Scarcely a mother in any of the rural areas studied had prenatal care measuring up to an accepted standard of adequacy, and more than three-fourths had no medical supervision or advice," stated Miss Julia Lathrop, chief of the bureau, in her annual report to Congress.
>
> Year by year, for want of adequate care, thousands of mothers die from causes largely preventable, according to statistics compiled by the Children's Bureau, with an effect upon their babies as direct as it is disastrous.
>
> "At least one baby in every twenty-five dies from causes directly traceable to the care and condition of the mother," says Miss Lathrop. "Moreover, the infant mortality-rate from all stated causes during the first month of life is shown to be higher (forty-six per one thousand) in the rural part of the birth registration area than in the cities (43.4)."
>
> Accessible hospital facilities and an adequate public health nursing service are the special remedies suggested by Miss Lathrop for the relief of the farm-mothers and babies. This admittedly would cost money, but, Miss Lathrop argues, "the return on the expenditure, in life and health and in the saving to the community of losses on account of sickness, would more than compensate for the original outlay."
>
> On this point the Department of Agriculture is emphatic.
>
> "Child life is at a premium in rural districts," the survey flatly asserts, "and for the future of our agriculture, if for no other reason, an intelligent effort should be made and as much money expended to safeguard the child crop on the farm as to safeguard other crops that have to do with building up the farmstead."
>
> The problem of the farm woman finally has assumed proportions sufficiently alarming to call forth from the department a note of warning to the country.



Actual Photograph of the Six-48 Sedan

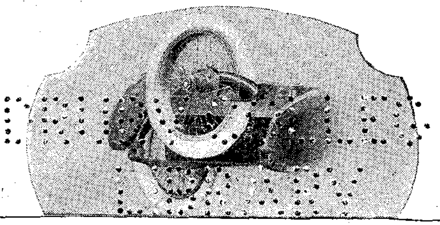
Moon engineers have utilized the most advanced ideas in motor car construction. They have selected units which are the best work of part specialists who set modern standards; they have applied the utmost skill in combining them. That's why the Moon stands out distinct from all other cars and is priced within the realm of reason.

Built by MOON MOTOR CAR COMPANY, *St. Louis, U. S. A.*

MOON

THE SUCCESS OF THE YEAR

A fine point in the Moon's advanced design is the extra wheel, or tire carrier—a solid piece of molded steel, welded to the steel gusset plate as though the two were one.



The Moon carrier does not allow a wheel or tire to rattle or wabble. It also serves the purpose of a rear bumper, protecting the gasoline tank and the whole rear of the car.

> "The waste of woman-power is one of the greatest menaces to the rural life of the nation," according to the deductions drawn by the specialists of the department from a study of the survey.
>
> "Altho compared with even ten years ago the returns show a change for the better, the burden is still far greater than the strength of the average woman can long endure."
>
> What is to be done about it? The department suggests some very definite things. Not for the first time, for the conditions revealed by the survey were called to the attention of Congress and the country by President Roosevelt following the report of the Country Life Commission appointed by him in 1908, and again by Secretary Houston, then Secretary of Agriculture, in 1914, following his inquiry as to farm-home conditions, the replies to which were tragic revelations of the lives of women in farming communities. The present survey, the extension service hopes, will point the way to remedies which may be applied through organized effort and local leadership.
>
> "Two effective means of reducing home drudgery are the introduction of such modern labor-saving equipment in the home as will accomplish necessary work in the most efficient way, and the removal from the home of such activities as can be carried on as cheaply and as successfully through community cooperation as by traditional home methods," suggests the department.

Effort is being made to introduce cooperative laundries, creameries, and trading centers, and to build up community centers for recreation as well as for work. The department's three hundred home demonstration agents hope thereby to "increase the percentage of active thinking women of service to society, and reduce the percentage of passive slaves of routine, whose tasks cease only to begin again with a new day." Last year, we are informed, the agents reported one hundred and sixty-six counties carrying on a campaign for increased home efficiency, and one thousand nine hundred and seventy-seven farm families being assisted in rearranging farm-house or kitchen as an important first step in efficient housekeeping. However, it is said:

> The real task is to convince the man of the family that the farm-house should be as well equipped as the up-to-date barn.
>
> "The farmer," comments Miss Ward, "usually considers modern farm equipment as so much currency with which to buy efficiency. Of the total number answering the question forty-eight per cent. reported power for operating farm-machinery. When we consider that it is a simple matter to connect the engine used at the farm with household equipment it seems a singular fact that but twenty-two per cent. of the farm-houses reporting have this advantage. Power for such frequently recurring tasks as churning and using the washing-machine would greatly relieve the farm-woman.
>
> "Running water is the pivot upon which much modern convenience depends. Of those reporting only thirty-two per cent. of the homes have running water, forty-eight per cent. have water in the kitchen only. In sixty-one per cent. of the homes into which water must be carried this work is done by women."
>
> Of six thousand seven hundred and eighty-four women answering the question, only twenty per cent. had bath-rooms in their homes.
>
> "The loss to family and community by the waste of women's energy here described could be prevented by a reasonable amount of planning and well-directed investment in modern equipment," concludes the department. "There is much talk nowadays of the economic importance of a contented rural population, willing to stay on the land and help to build it up. Perhaps the greatest factor in bringing this about will be the healthy, alert, and expert home-maker, who will see to it that a part of the increased income from the farm is directed toward the improvement of the home as a means of contentment and stimulus for farm-work.
>
> "Economists of our country, seeing the steady migration cityward, recognizing the dearth of farm-labor as a limiting factor in production, and connecting this with the isolation and inconvenience of rural living conditions, are pointing out that where these exist it is doubtful business policy to use increased income to buy more land with heavy interest charges against it rather than to spend part of that income in raising standards of living so that farm-women may find contentment in comfortable, efficient homes, and young people will not necessarily go to the cities in search of attractive living conditions and amusement."
>
> But at present, according to Miss Ward:
>
> "The farmer's daughter won't marry her neighbor's son because she doesn't want to spend her life doing the drudgery she has seen her mother do."

PUBLICITY, PUBLIC OPINION, AND THE WILY PRESS-AGENT

HAIR-RAISING YARNS of rivers filled with crocodiles ready to gobble up unlucky missionaries, enticing tales dealing with romances among the freaks of Bungling Brothers' circus, and a whole raft of other examples of modern journalistic art, all come under the head of "Press-Agent Stuff" designed primarily to interest the reading public in some project or other. This species of literary production was born in the circus, but it spread until to-day there are nearly as many kinds of press-agents as there are enterprises and interests in this little world. From being a craft upon which sober-minded folk looked askance, the calling of the press-agent and publicity adviser has developed to such an extent that it is enlisting thousands of capable men and women in all the large cities and in most modern countries. It includes many types of effort, from the perfectly legitimate to the criminal. Within the ranks of the publicity men are found individuals as various as are those in the professions of law or medicine. Some are good and some are bad, and between the two there is "an almost infinite gradation," to use the words of a writer in the New York *Times*. He furnishes a brief sketch of press-agents and their mission, from which we quote:

> For a long time the advance man of the itinerant circus was the most prominent representative of the profession of publicity. An ingenious soul was this forerunner. He was the familiar annual pilgrim to most of the newspaper offices in the country. His duty was to obtain the publication of a story about his show. He had little news to offer, and so he turned to gentle invention. He was perhaps the original nature-faker. Every year he brought an announcement of a strange new animal, ordinarily never before caught on land or sea. His tales were not especially true, but they were amusing.
>
> When his own fancy failed, he would lure reporters to his collections. Bright young men would permit themselves to be persuaded to accept the lady gorilla's invitation to afternoon tea, and a fine story would be had. Or the python would go to the dentist for the delectation of the journalist and the enrichment of the press-agent. The devices were endless. Once an American circus invaded London and the advance agent found the papers adamant against his ordinary wiles. But he was not baffled. A letter supposed to be written by one of the "freaks" was sent to *The Times*. In this letter the scientific causes of freakishness were discust in seeming solemnity. According to tradition an enormous correspondence was thereby evoked. The circus was the talk of London. The press agent smiled wearily. One of his oldest tricks had won the day when his latest novelties had been in vain.
>
> The theaters quickly imitated the circuses. They hired newspaper men and soon systematized the advance man's art. A circus comes and goes, but the theater runs on forever. Consequently, the theatrical press-agent had a difficult job. After the first day or two his production really afforded no news. But his salary depended on the frequency with which he got "news notices." He accordingly became the prolific parent of invention. The most fantastic creations sprang full-blown from his typewriter. Some of his imaginings were palpably untrue, but interesting as semifiction. Theater press-agenting has now attained the weight, if not the dignity, of a very solemn profession. The agents hunt in packs. Representatives of diverse and competitive companies meet at appointed hours and make the rounds of the newspapers as gravely as a complete set of honorary pallbearers. They are corpulent and well drest and apparently prosperous.

Numerous, indeed, are the devices of the less scrupulous press-agents to gain space for their productions. Where thrilling things don't take place in the natural course of human events, an ingenious and enterprising press-agent usually has no difficulty in causing something to happen that will create news, if what remains of his conscience will not permit him to fabricate out of whole cloth. This type of publicity man has an ally in the yellow press. As we read:

> Unscrupulous editors have been known to invent foreign correspondence in order to compete with more enterprising rivals. Men who pretend to write from London or Paris or Berlin have actually composed their articles in New York or Chicago. The inside faker was the conscienceless proprietor's

Announcing Packard "Single Six"

The 10-Year Car

WE have always made large cars designed for maximum speed, great power, and all the roominess that goes with a long wheelbase. The ultimate development has been the Twin Six, which has firmly established itself in the regard of the public, and which we have been producing and marketing for a number of years.

Packard reputation for motor cars rests solidly upon the *Twin Six,* and it always will!

Packard

But there has for years been an insistent demand for another car to supplement the Twin Six: a car of shorter wheelbase and lighter weight, a general-purpose car of great maneuverability in traffic, one that would park in a short space at the curb.

And the demand was that this light car should give unusual gasoline mileage and tire mileage, and finally, that it should be designed and built Packard-wise, and therefore be able to keep out of the repair shop longest and to require least attention from its owner or driver.

We thought it over and studied the problem for a good many years, during all of which we were accumulating experience in the design and production of the highest possible grade of car.

We have at various times during the past ten years designed a light-weight companion to our larger cars, but were never entirely satisfied with our efforts.

Then the war broke out in 1914, and believing that America would inevitably become involved, we turned our attention to designing airplane engines, and from then to the close of the war had a thoroughly successful experience in designing and manufacturing airplane motors, which, as you know, must give the greatest power with the least possible weight.

* * *

We learned a great deal through this experience that was applicable to the automobile, and towards the close of the war we felt we were finally well equipped by experience to design the light-weight car.

Meanwhile, with a constantly growing talk of congestion in traffic, and increasing cost of gasoline, tires and other supplies, the demand for the light car became more and more insistent.

* * *

We have taken several years for the development and perfection of this new Packard, but we believe we have accomplished what we set out to do, and take now a pride in announcing that the Packard Single Six will soon be ready. It will be manufactured alongside the Twin Six and by the same matured and experienced organization.

The new car is of five-passenger capacity and will be offered in Touring, Runabout, Coupé and Brougham or Sedan.

The motor has six cylinders, $3\frac{3}{8}''$ bore by $4\frac{1}{2}''$ stroke. It is therefore of medium size, and despite its light weight is very sturdily built.

It is equipped with the Fuelizer.

The *Single Six* motor is new throughout but it is not experimental.

It includes every principle of good engineering that our experience has shown to make for maximum power, coupled with silent operation and freedom from annoying troubles. We have failed of our intentions if we have not produced a motor that will run longer and require less attention than any other.

Our chassis design is very simple and clean. Its light weight, together with its unusually efficient motor, result in a very economical car.

As an instance of this, in our test driving in cross-country runs, we have made over twenty miles to the gallon of gasoline. Of course, in congested city driving, the mileage will not be so high.

Average tire mileage can be expected to exceed 15,000 miles. In our extensive experimental driving of this new car, we have had some tires in fair condition at the end of 25,000 miles.

It is an agreeable car to operate, having the easiest possible steering, the lightest clutch action, the shortest turning radius and, we believe, all those qualities that you would like to have in a light-weight car for general purposes.

The workmanship and finish are Packard throughout.

Packard

The greatest obtainable luxury, the maximum power, and the ultimate in road-ability, must always be found in the large car. That is the field in which the Packard Twin Six will always be dominant.

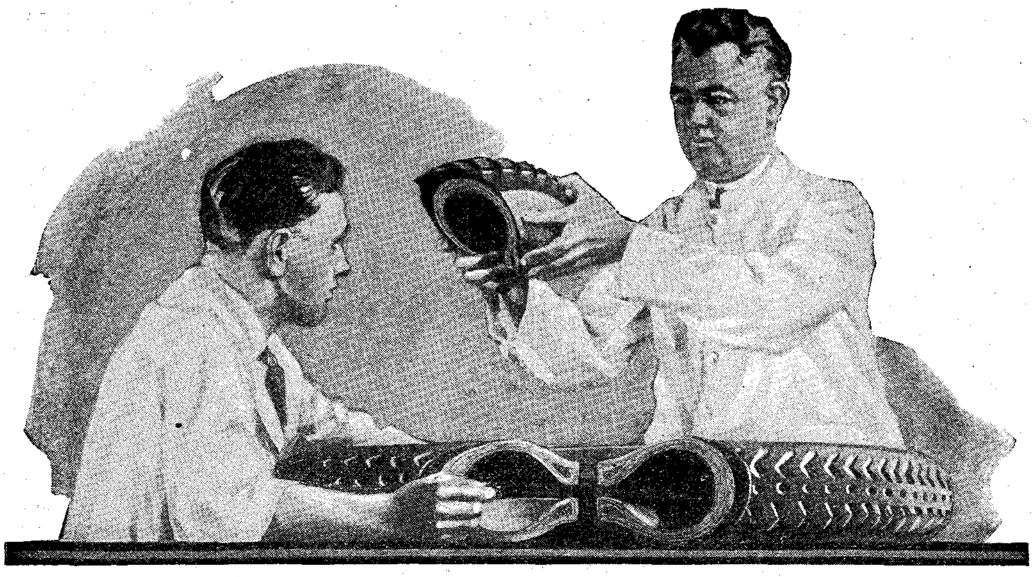
In this new car we have not attempted to compete in that field, but rather to produce an active, easily-operated, high-grade, light car, with all the elements of efficiency, economy of operation and, above all, long life.

There are Packard cars today, designed years ago, that are nearing the half-million mark in miles traveled.

The new Single Six is also, we confidently believe, a TEN-YEAR CAR.

The price of the Touring Car is $3640 at Detroit.

PACKARD MOTOR CAR COMPANY, *Detroit*



15,000 Miles

The factory basis

The basic test on Miller Cords is 15,000 miles. On Miller Fabrics, 8,000 miles. Then the tires are examined. Thousands of lessons, in the course of years, are taught by these tested tires.

A Million Dollar Tire

On which mileage has been doubled in three years

Three years ago the Miller Tire had won a wide respect. But our average mileage has been doubled since then. On one type alone—the Miller Cord—we have spent $1,136,419. Our laboratory and testing expense on that type last year averaged $10,000 monthly.

So the Miller Cord of 1920 is a million-dollar tire. And the perfecting of Miller Fabrics has doubtless cost as much.

Where the Money Goes

A large corps of experts work in the Miller Laboratories. We keep 250 tires constantly running under observation. Over 1,000 tires per year are worn out to show us what wear will do. Eight geared-up machines run tires 650 miles daily under extreme rear-wheel conditions. Over $1,000 daily is spent on our tests and inspections.

Every lot of tread stock is first vulcanized and tested in our laboratory. Over $300 daily is spent to test just the fabrics and the cords.

Every tire is signed by the maker and inspector. And both are penalized if a tire comes back.

Does It Pay?

Tires are bought carelessly by many. Value is a matter of guess. So one might gain large tire sales without all this expense.

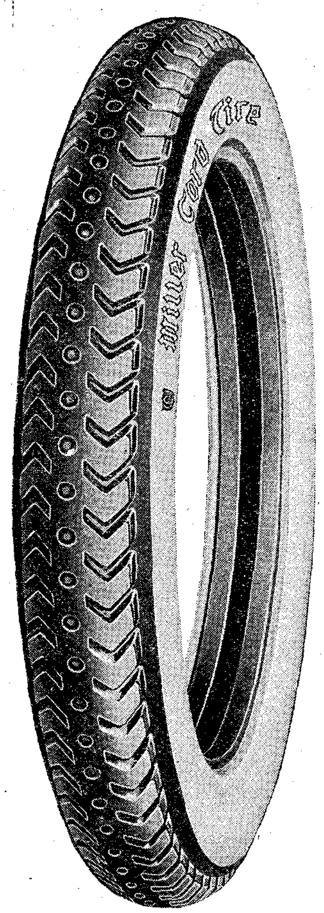
But times are changing. Exceptional mileage is now talked about. One tells another about the Miller Tire. Miller sales have multiplied about 20 times over since this betterment began.

Note How You Respond

Try a Miller, watch the mileage, compare it with the tires you know.

See how you react—how you cling to Millers—how you tell your friends about them. You will see why it pays us to build tires like these.

Try a Miller now. Or, if you buy a new car, get Miller equipment. Twenty makers now supply Miller equipment. Others supply it without extra cost.



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Twice Better Than Three Years Ago

THE MILLER RUBBER COMPANY, Akron, Ohio

Also makers of Miller Inner Tubes, built layer on layer. The highest attainment in an Inner Tube, red or gray

pet economy. Full many a traveler of yellow journalism has never left the home office. Men trained in this type of shameless invention have responsibility for much of the worse sort of press-agent faking. For the reporter taught by a yellow editor to fabricate falsehood is apt to continue the business when he goes into the publicity field.

Sometimes, however, the faking is only intended to be temporary, and then it becomes a hoax. No less a literary man than Edgar Allan Poe was the author of one famous hoax. In the early days of American journalism the hoax was a favorite diversion of enterprising editors. Psuedo-science was the usual stuff from which impossible tales would be fashioned. Trips to the moon, made possible through some miraculous invention, have more than once been imposed upon a gullible public. Even now the hoax is used by ill-advised journals. A modern editor, keenly aware of his responsibility, will no more knowingly deceive the public than will an honorable manufacturer vend spoiled products.

This is the real reason that mendacious press-agents are under the ban. The springs of public information can not safely be polluted. Yet that is what happens when men and women take to inventing occurrences designed to enrich some one at the public's expense. But actual "faking" of news is relatively an unimportant feature of the press-agent's field. The news liar is probably no more numerous in the craft than is the medical or the legal liar in those professions. As a matter of truth the press-agent is the natural by-product of democracy. Public opinion is said to govern in free countries. Perhaps it does—it certainly does if it persists long enough. The press-agent, the director of public information, the public relations adviser, are each in their degree engaged in making public opinion for the causes they represent.

The work of the press-agent must be judged largely by the cause in which he exerts himself. If it's a good cause, many of the methods employed to give it publicity may be excused. Woman suffrage is given as an example:

In order to get votes, suffragists had to enlist public opinion. Newspaper publicity was the most direct route. In Boston the newspapers at one time were decidedly hostile to the suffragists. Women seeking the vote found it next to impossible to get any press mention of their meetings. They, therefore, resorted to many subtleties.

To no small extent suffrage has had to dramatize its news. The suffragists have not "faked," but they have created events for the sole purpose of attracting attention. The endless number of women who have gone to jail for the infraction of petty ordinances have had this goal in mind. To some the effort has seemed to go to the extent of fanaticism, but the sacrifices of the suffragists have been justified by success. In their work they have elaborated a remarkable technique, which is being used in many other fields. Every reform movement has its publicity department now. Reform must have the support of a favorable public opinion, and the press-agent seems to offer the facile route to that end. News is created. A meeting is staged, not because it is expected that the meeting in itself will accomplish much, but because news will develop from the meeting.

Not only movements but also individual men and women often stake their reputations on press-agents. Occasionally it works out strangely. Not far from Manhattan Island lives a preacher who in the judgment of one of his flock was not sufficiently well known. So this worshiper surreptitiously hired a press-agent to bring fame to her preacher. The agent was effectual. On every topic of the day that particular divine was interviewed. He was subtly led to take attitudes and to state views sufficiently bizarre to assure attention. The press-agent was engaged for a six weeks' campaign. Within three weeks the member of the congregation who had sought to invest in fame had enough. But meantime the minister had become a public character. His appetite for head-lines had been whetted. He had learned to see himself in terms of news values. It was an unfortunate discovery. But it is precisely what some politicians and opera-singers have long been doing.

Out of all this random development the business of the publicity expert has matured. As matters now stand nearly every large organization has its press-agent. The field of activity has, too, enlarged. For when the press-agent becomes the "director of public relations" he assumes new duties. Instead of seeking to get material printed he often exerts himself to keep his clients out of the papers. The best of the type are genuine advisers. They are men of experience. They are called in to estimate the possible effects of certain courses of action. They are supposed to be experts in appraising the temper of masses of men. One course of action is advocated and another opposed. No business man with a skilled publicity adviser would ever say anything remotely resembling "the public be damned." These words might express his innermost views, but he would be wary enough to avoid the tactless utterance.

Besides advising modern business what not to do, the "director of public relations" must explain appropriately what is being done. In this positive fashion the press-agent has something of the work of a lawyer, with the difference that he may be talking to the nation rather than to a jury. The railroads began to take on men for this service when the Granger movement was at its height. Much of the legislation unfavorable to the transportation companies had been stimulated by unpleasant personal relations between farmers and railroad agents. More fundamental grievances were, of course, also operating. But when the corporations changed front and began through considerate utterance to woo the good-will of the public, the emotional impetus of much of the antirailroad law-making was cut off. So has it been with business generally.

Out of press-agenting has grown the vast amount of propaganda that to-day floods the whole world. Every movement has its propaganda, from Bolshevism to the prophet who prognosticates the end of all created things at an early date. Governmental affairs have especially been made the subject of airing through propaganda methods since the war. Further:

The development is entirely natural. Diplomacy inherently is in part a press-agenting and news-gathering business. The diplomat during the war found himself in a competition with newspaper correspondents and with governmental press-agents. The ministers and ambassadors frequently found themselves sadly "scooped" by correspondents who were more enterprising in finding ways of transmitting news than were dignified diplomatic persons. Open propaganda has, of course, never been esteemed proper for embassies and legations, but still the successful foreign representative has been the man whose personal popularity put his country in a favorable light abroad. For that reason graceful speakers have been very useful in the foreign service.

As diplomacy becomes "open," the ambassador tends to become more and more a director of public relations in foreign lands. During the war most countries found it desirable to create "committees on public information" to supplement this work of diplomacy. Often jealousy arose between the two branches. Ministries of Foreign Affairs deemed themselves entirely competent to handle all the propaganda of their countries. Perhaps they were. Certainly since the end of the war brought about the dismantling of the frankly propaganda organizations the Foreign Offices have been busy ladling out "public information." Those who do not like the particular species of information thus dispensed are critical of governmental propaganda, but really the tendency is progressive. For, if the democratic peoples are ever to control their foreign policies, they must know what those policies are. Propaganda from a Foreign Office can scarcely be termed "the truth, the whole truth, and nothing but the truth," as a philosopher would understand truth; but, nevertheless, it is an improvement over the old-fashioned secret diplomacy. In recognition of this fact the creation of ministries of public information or departments of propaganda is being broached in more than one great country.

The great objection urged against the superpress agents of business and governments lies in the charge that they render the truth more difficult to get. Some do and others do not. In one way these *entrepreneurs* of public opinion have rendered news-gathering easier of achievement. Through the press-agent it is at the worst possible to get an official version of the facts in any particular case. Before the rise of the publicity business it was often impossible to get this. Responsible executives were inaccessible. In a big strike, for example, both sides usually now have their press-agents.

The correspondent who accepted one of these partizan statements as the *prima-facie* truth would be as superficial and as prejudiced as a court which based its decree on the unsupported brief presented by one side. But a lawyer's brief does not necessarily befuddle a jurist and a press-agent's announcement need not inevitably deter a reporter from his opinion of the facts in any issue. The good judge verifies the allegations of the counsel and the wary reporter uses the stuff supplied by press-agents for what it may be worth. If he is lazy or incompetent or prejudiced he may be frustrated by the publicity man, but in similar fashion a judge might be thwarted by a lawyer. But the sin would be that of the individual and not of the system.

On the whole, it may safely be guessed that the press-agent, large and small, has come to stay. Propaganda is not a passing phase. Popular government is in the ascendent and public opinion is the power behind the democratic throne. The publicity man is the attorney whose arguments may go to the nation. He is frankly a special pleader. He has not the detached passion for truth which is the glory of the scientific mind. Often also he seems embarrassingly numerous and at times irritatingly banal. Sometimes he is a shameless liar and again he appears to be an enemy of the people. But he would be missed. Whether as the fabricator of harmless pleasantries or as the serious proponent of far-reaching policies, his place is as sure as the lawyer's. And that species, be it observed, is in no immediate danger of extinction.

UNDER THE TENT WITH A REAL CIRCUS MAN

A PARADE FULL OF WHITE HORSES has a lot of "punch." That answers the question, "Why do you have mostly all white, or gray, horses?" which circus people say is one of the three invariable queries that have been propounded to them since the memory of man runneth not to the contrary. The other two are, "Isn't it a hard life?" and the good old standby, "Where do you go from here?" In answering these and other questions about the circus in *The American Magazine* (New York) Ed. P. Norwood, of Ringling Brothers' Circus, throws numerous side-lights on the circus and its people, and incidentally tells some interesting things about circusgoers. The questions about the white horses and the "hardness" of circus life, Mr. Norwood apparently finds quite natural, but he admits being puzzled by the persistent inquiry regarding where the "greatest aggregation" is going "from here." He says some time ago the head of the commissary department bet a hat that all his visitors the next day would ask that question. Ten men called on the commissary that day and nine of them asked it. The tenth one went out without doing so and the man with whom the wager had been made was just congratulating himself upon having won a hat when the tenth man returned and stuck his head inside the tent. "By the way," he said, "where do you go from here?" The circus people know, says Mr. Norwood, that the circus animals in which people are most interested are the horses, the elephants, and the trained seals. About the horses they ask not only why they are all white or gray, but they are also curious to know if the big white ring horses are bred especially for the circus, and if the "calico ponies" with their sensational colors are "hand-painted." Answering these questions and some others about circus horses, Mr. Norwood says:

> The circus name for these mammoth ring horses is "rosin-backs"; because they are rubbed with "rosin"—as we call "resin"—so that the bareback riders won't slip.
>
> They are not specially bred for their work, but are usually promoted from the ranks. A ring horse must be temperamentally as well as physically fitted for its job. Its back might be as wide as a house and as flat as a floor, but if such a horse was afflicted with nerves, it would be not only useless but positively dangerous in the circus ring. If a horse swerved, or jumped, or even varied its gait during a somersault act, for instance, the rider might miss his or her footing and be laid up with a broken arm or collar bone.
>
> For the circus-rider's stunt is not as easy as it looks. Just watch these riders the next time you have a chance. They are all easy smiles while sitting on the southwest corner of their steed, as it ambles around the ring between stunts. But when they get up on its back, preparatory to jumping through hoops or turning somersaults, there are no careless smiles, but an intense and serious concentration. On their perfect adjustment to the movement of the horse depend their success and their safety.
>
> As for the horse, it must be absolutely dependable. So when we find among the work horses—those which do the hauling—one that is built right physically and that doesn't know the meaning of nerves, we take it out of the ranks and train it for the ring.
>
> The work-horses themselves are among the shrewdest animals I ever saw. You would love to watch them on their job. We hook them up in teams of from four to a dozen; and those clever old fellows have a regular system of their own. They seem to know exactly how much each should pull; and every one of them pulls his amount—no more and no less.
>
> If one horse is a slacker, we try to improve his morals in this respect. But if he won't do his share, we simply get rid of him. The circus has no use for slackers, even among animals.
>
> An experienced circus horse is a wise old bird. Hundreds of times I have seen them look over their shoulders and, apparently sizing up the job to be done, put forth just the amount of energy they had decided to be necessary—then stop and settle back in the traces, as much as to say, "There! We've done our part!"
>
> Their life is what you might call "regularly irregular." They have to pile out very early in the morning, haul the circus to "the lot," and help to get it set up. Later comes the parade. Then they have little to do until night, when they must haul the outfit back to the railroad.
>
> This makes their hours very irregular; so these wise old fellows have learned to snatch their sleep as they can. I have seen them, in the midst of hauling a load, drop down on their knees—when they could see that there would be an intermission in the work—and take a little cat-nap right then and there. We human beings could learn some pretty useful things from them.
>
> In regard to the curiously marked ponies and horses, you are all wrong when you suspect us of having them painted to order. They are the real thing. In the first place, they have to be out in rain and mud; and they must be groomed every day, and often scrubbed. No "hand-painting" would survive that sort of thing. Nature is the only artist we depend on.

In response to the question as to whether or not life in the circus is not a "hard life," the writer assures us it is all of that, and even more. It is filled with hard work, many discomforts, and, to some of the performers, considerable danger. For instance, the business of swinging from trapezes at dizzy heights not only looks dangerous, but really is so, Mr. Norwood declares, and continues:

> You may think that the net, stretched underneath, is a guaranty against accident. But a man can break his neck—and some performers have broken theirs—by falling into the net. Occasionally, too, a performer, making a long swing to his partner, misses his hold and shoots over the edge of the net.
>
> When an aerialist finds that he is going to land in the net, he twists in the air the way a cat does, trying to fall in a favorable position. The best way is to land flat on his back, or perhaps more in a sitting posture. If he lands on his feet, he may get a broken ankle; if on the back of his shoulders, a broken neck. So don't think he drops for the fun of it. He doesn't.
>
> I spoke of these aerialists doing their stunts at dizzy heights. Often that is truly what they are—dizzy heights. You have no idea what an inferno of heat these people are going into when you see them, a sizzling summer afternoon, climbing the long ladder to the little platform almost up in the peak of the tent. Out in Cherokee, Iowa, one hot August afternoon, Ernest Clark took a thermometer up to this platform. Clark, who does a triple twisting somersault while flying through the air, hung the thermometer up there while he went through his act, which occupied perhaps ten minutes. Before he came down, he looked to see what the mercury registered. It was 132 degrees!
>
> When aerialists work together in these flying leaps and somersaults, they catch each other's wrists, not their hands. In warm weather especially they are likely to perspire; and when a man comes flying through the air with great force, the hands sometimes slip along the wrists, the hold misses, and he falls into the net. You never saw an aerialist at work without a handkerchief, did you? They need these handkerchiefs! It is not affectation, no wasting of time, when they wipe their hands and wrists industriously at every opportunity. They are not a bit fond of landing in that net which you regard so complacently.
>
> You are right when you so unanimously surmise that "it must be a hard life." There is no other kind of existence just like it. Do you ever go down and see the circus come in? Thousands of people do. Many of them are "regulars" who get up, year after year, at four o'clock in the morning, or thereabouts, and hike down to the railroad-yards to watch the unloading of the circus-trains.
>
> I never get over being surprized that most of these early-morning friends of ours are grown men. Of course, the small boy is in evidence, too; and there is always a sprinkling of girls and women. But the large majority of the crowd is made up of men.
>
> If you have ever been "among those present" when the circus came in, you probably have looked with curiosity at the particular line of cars behind whose windows the performers themselves are still sleeping. For, of course, these performers have no hand in the unloading. They snooze peacefully in their berths until breakfast-time.

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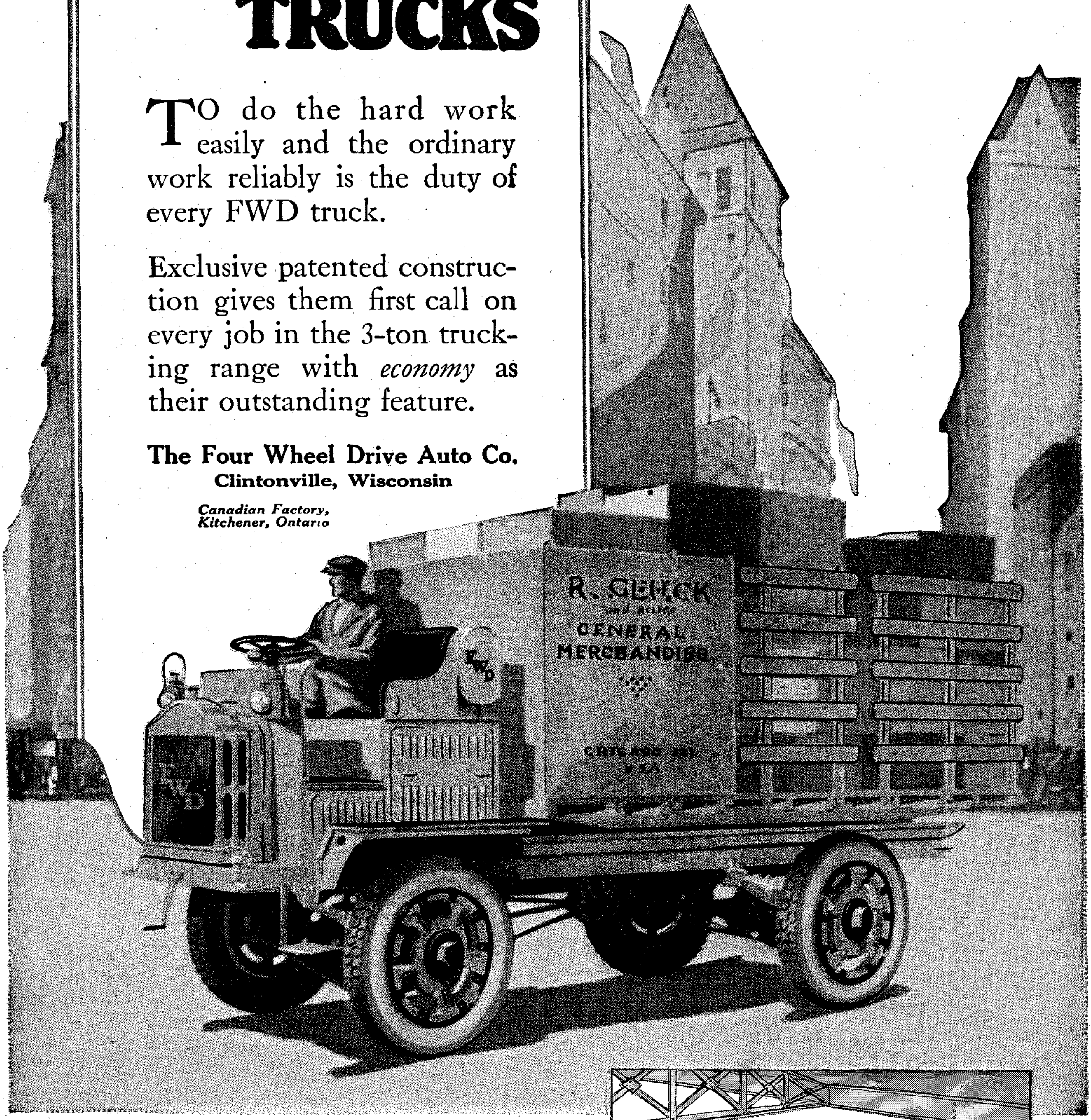
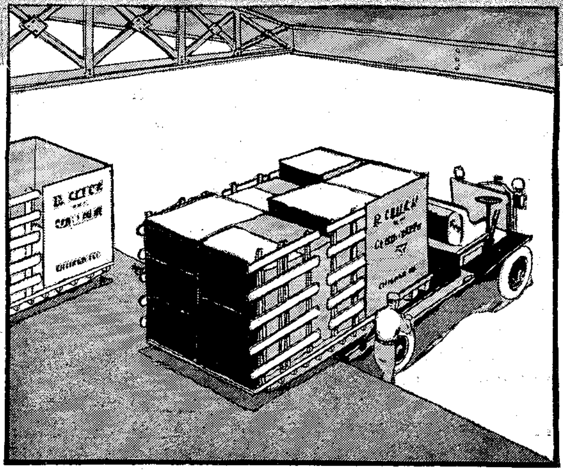


Frank Peterson of Dos Cabezos, Ariz., has used an FWD truck for two years without spending one dollar for repairs or replacements.



Have you ever seen the living-quarters of these performers? Have you ever wondered what it would be like to live for six months of the year in a circus train? Let me tell you something about it:

The star performers have their quarters in regular compartment-cars, each person, or each married couple, having a special compartment. Some of these stars receive as much as seven hundred dollars a week; and their little rooms in the car are often fitted up very attractively with books, pictures, and their personal belongings.

The other performers travel in Pullmans which are rebuilt especially to fit the needs of circus life. The berths are a little wider than in a regular Pullman and are always made up as beds, because they are occupied only at night. There are lower and upper berths; and the occupant who is assigned to a berth keeps the same one throughout the season.

You may think there is jealousy and hard feeling because some get better locations than others. But the circus is an old institution, in which the different human factors have adjusted themselves, through years of experience, to a settled social system. No diplomatic court of Europe has a more recognized order of precedence than the circus has when this precedence must be considered.

Circus people know that the only way to run the institution at all is to settle on a scheme which seems the most workable, and to adjust their individual preferences to that scheme as the best one that has been devised. In that respect—as in many others—I think outsiders might learn a lesson from the circus folk. I don't know of any calling, or of any class, that more loyally accepts the principle that superior achievement should entitle a person to superior reward.

What I have said about precedence sounds as if there were "aristocrats" and "plebeians." But I do not know a more democratic institution anywhere than the circus is. On Sunday, their one day of freedom, the performers often go off for picnics, which they call "Mulligans." And there is no class distinction in these affairs. The "stars" don't flock by themselves. Friends go together; and friendships, in the circus, are based on personal liking, not on position or pride.

So far as the quarters in the train are concerned, the question of precedence is partly settled by grouping certain sets together. Riders, aerialists, and the leading acrobats occupy the compartment-cars, because their acts are the most important, and they therefore command special privileges. Then there is a clown-car, a freak-car—for "the strange people," as we now call the freaks—and so on. In assigning berths, age and seniority of service are always considered.

To go back to the interior arrangement of the cars: The space under each lower berth is divided into two lockers: one for the occupant of the lower berth, and one for the upper. Here the performers keep their personal belongings. Some of them make pretty lace curtains for the windows of their berth. And I have often seen a gay little plant on the window-sill.

I think Joe Bagonghi showed the greatest ingenuity in arranging his quarters. Joe is only three feet tall, so, of course, he was given a lower berth. Also, of course, he did not need a bed six feet long! So Joe had the regular built-in berth removed, set a tiny bed across one end of the "room," and fitted up the remaining three-foot-square space with a diminutive chair and table! He had a wooden partition built that shut in his "room," and a door which he could close, thus securing complete privacy. The whole thing was like a little doll-house. The giants, of course, have special berths built for them.

Regarding the question as to where the circus is going "from here," Mr. Norwood says he has never been able to figure out satisfactorily why it is always asked. He furnishes some general information, however, as to what the circus goes by, to some extent, in its travels up and down and to and fro in the land. We read:

A few seasons ago, the Ringling Brothers circus showed in Postville, Iowa. The circus itself had more "inhabitants" than the whole town of Postville had! There were about one thousand five hundred people with the circus; and the entire population of Postville was less than a thousand. It sounds like a queer choice, doesn't it? Yet the two performances were attended by a total of about twenty thousand spectators.

The explanation is that Postville was well provided with railroads, which brought people from a good farming country and from dozens of little towns within a radius of forty or fifty miles. The biggest crowd we ever had was not in New York or in any of the great cities. It was in Concordia, Kansas, where we had thirteen thousand at the afternoon performance!

Of course, in New York we stay four or five weeks, giving two performances every week-day, and some extra ones besides. In the spring of 1920 we showed there to about six hundred thousand people. But Madison Square Garden, our New York "home," seats only about seven thousand five hundred; whereas the "big top," as we call the main tent of the circus, will hold about thirteen thousand by seating people on straw spread on the ground. The big tent, by the way, is almost seven hundred feet long and about three hundred feet wide.

People often travel fifty or sixty miles by train to attend the circus. But in the Far West they come to us from even greater distances in wagons or on horseback. The longest ride of this kind I ever knew any one to take to get to the circus was one hundred and sixty miles! When we played in Bozeman, Montana, a man brought his wife and children that distance in a wagon! It was the first time the circus had been there, and they were bound to see it, even tho it must have taken a week to complete the excursion.

It isn't all a bluff when a grown-up person says he is going to the circus on account of the children, thinks Mr. Norwood. People who have children usually watch the children more than the circus, he says, and they nearly always feel that the infants don't come up to expectations in the matter of exhibiting enthusiasm. This he attributes largely to the fact that they are not given a chance by their elders, who, in their anxiety that the child shall see and hear everything, pull and haul it around until the youngster is almost distracted. The subject of children at the circus recalls to the writer's mind a certain curious thing observed by circus folk:

Not all the tricks are played inside the tent. Some of you who come to the circus have a few tricks of your own. For instance, children under four years of age are admitted free and those under twelve get in for reduced price. A woman who would not dream of cheating her grocer, or her butcher, will blandly declare that her strapping offspring is only eleven years old—when she knows, and you know, that he will never see fourteen again. Of course, the ticket-taker protests; but he always does it jocularly.

"My dear madam! Surely you are this young man's sister, not his mother! You look too young to have a full-grown young man for a son. Why, he'll be voting next year! . . . What! He's only eleven? . . . How old are you, son?"

He suddenly fires that question at the boy. And the youngster, not having been taken into his parents' confidence—or into their little confidence game—blurts out his real age. Even then the mother and the father will vow that the boy is mistaken; that he is only eleven.

I have seen a family group approach the main entrance, every member of it walking on his or her own feet until they reached the edge of the crowd. There the father picks up one of the children, evidently at least five or six years old, and drapes the surprized kid over his arm. This is what circus people call "strong-arming." When the door man protests that the family is shy one ticket, father demands belligerently:

"Don't children in arms get in free?"

"Oh, let the poor kid down!" says the ticket-taker. "Can't you see you're stepping on its heels? Why, its feet are draggin' on the ground."

We always try to be good-humored with these folk, even when we know they are not being square with us. In fact, the whole circus outfit is as kind-hearted a lot of people as you will find anywhere on earth. Many a boy slips in under the canvas walls of the big top; not because he has eluded the vigilance of the men stationed around the tent to prevent this very thing, but because one of them wanted to make a kid happy.

This circus man has found that it is the grown-up children who are most inclined to let themselves go at the circus. He furnishes some examples:

The most wonderful audiences, in this respect, that we ever had were in the spring of 1919, when we cooperated with the Knights of Columbus and gave special performances to thirty thousand sailor boys from the war-ships in New York Harbor. The circus people are still talking about that experience; for those boys pretty nearly took the roof off Madison Square Garden. They simply threw their hats in the air, and whooped and yelled.

But when it comes to our regular audiences, the most responsive folk we get are the negroes. Down South, a section of "the blues"—the unreserved seats—is always roped off for the colored people. And it is interesting to watch them. When the clowns come along, for instance, the "black belt" up on the benches waits until something funny happens, and then they all throw themselves back, open their mouths, and give a great roar of laughter which drowns out the band. Then, as if you prest a button that moved every one of them, they lean forward until the next funny thing happens, when back they go again and let out another roar.

The Silent Star

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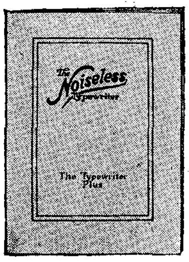

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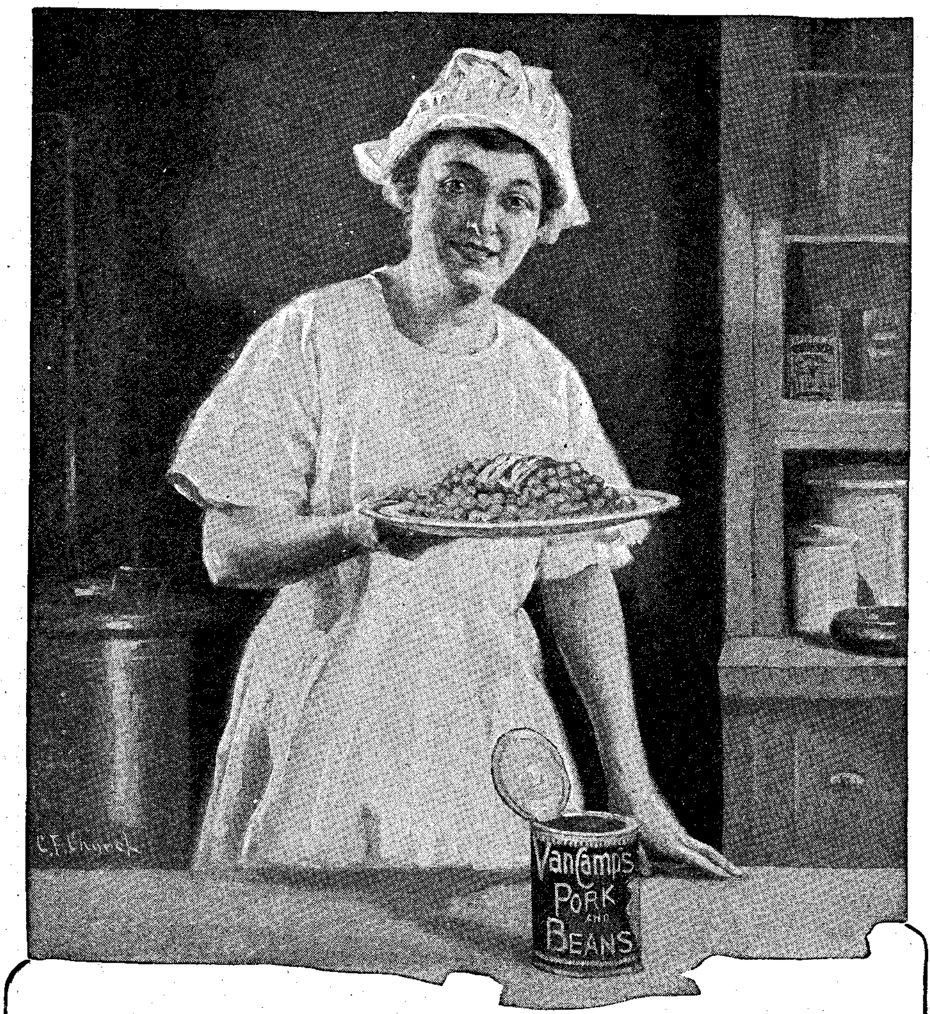

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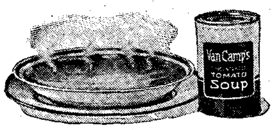

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PERSONAL GLIMPSES
Continued

CONVICTS WHO HIT THE LEATHER, IF NOT THE HOME TRAIL

WHEN Hunt's All Stars walked on the diamond at Comstock, N. Y., to cross bats with the Union Bag Company sluggers from the northern part of the State they were confident they were going to knock the leather off the ball for an overwhelming victory. It doesn't much matter that the licking was administered by the visiting team. It was a good game, and motorists lined up on the side of the road for a free view of the run-making were just as much interested as were the inmates of the Great Meadows prison who bet and lost their lunches on a score of 5 to 1 against the Stars. A darky prisoner who lost six months' grub on the result said he harbored no grudge against the umpire, and not a single pop-bottle was used in argument. There weren't any pop-bottles to be had; but even if they had been convenient this wasn't that sort of a game. Great Meadows is said to be the only prison which can boast of a baseball field which is not enclosed by walls. It is bounded only by a road on one side and far-reaching woods and hills on the other. When the last man had crossed the plate and the bats were bagged, the men sauntered back to the prison, entered the gates, and loafed about talking of the game until the supper-bell rang and matters of more immediate importance engaged their attention. Rooting is a sharp spur to the appetite. This is the way Great Meadows prison is managed. And the method, in the opinion of a writer for the New York *Times*, seems to pay.

It was on a Wednesday afternoon that the big game was pulled off. The visiting nine wanted a mid-week day because they thought the financial pickings would be more substantial. Warden William Hunt consented to declare a half-holiday on Wednesday instead of Saturday, the usual day for sports, and—

The industrial nine arrived from Union, N. Y., in the trucks that had been sent to get them. A little later the door at the prison was opened and the home team and backers came filing out. "Filing" is perhaps the wrong word. Walking or strolling would be better. The men came in groups of fifty. Walking casually with them, talking to them, came a man in blue. He was one of the keepers. To an outsider there was nothing to indicate that the men thus crossing the field were prison inmates. They wore no uniforms as such. The trousers of each man was gray. Apart from that there was nothing to show they were members of a correctional institution. The shirts were of all colors and textures, ranging from the sleeveless kind affected by athletes to highly tinted silk creations. Stiff white collars were in evidence, as were gaily colored flowing ties. Here and there one caught a patch of red or green or brown, which turned out to be a sweater.

The majority of the men made their way

to the grand-stand. The others found comfortable places on the grass plot surrounding the diamond. They mixed freely with the men and women whose automobiles stood waiting along the curb. Aside from a lack of peanuts and pop, there was nothing about the gathering that differed from any other crowd of people at a baseball game.

At three-thirty o'clock, or maybe a little later, the stage was set. The umpire was one of the inmates of the prison. The bag company's team practised. Then the home team, drest in baseball togs and presenting the same hardy and toughened appearance as their opponents, came on the ground.

Of course the prison players were mighty interesting, because you knew who they were, even if they did look like the others. The pitcher was a young boy, not more than twenty, serving a sentence of two years and five months for assault. The catcher had been "sent up" for four and a half years for grand larceny. The three basemen were there for the same crime, with sentences varying from two to five years. The shortstop and the fielders, all young boys, had been convicted of offenses ranging from assault to robbery. One of them was serving from two and a half to four years for bigamy.

The prison band started the game with a bit of jazz, and things began to happen. The visiting team was superior, but that didn't dampen the spirits of the rooters, who cheered just as loudly for a ball that was sent across the second base by a visiting batter as they did for a good hit made by their own men. A negro boy, an inmate of the prison, seemed to be the cheer leader for the men scattered along the side-lines.

A ball was sent hurtling through the air by a visiting batter and was caught by the home-team shortstop, a tall, lanky darky. The batter sprinted for first base but didn't quite make it. The visiting team shouted safe. The colored contingent was disgusted.

"Let de empire empire dis game. What's de matter?" they shouted. "Don't you know how to play ball? If you don't you can come here to Comstock and we'll be glad to learn you."

A laugh went round the field. The umpire called the runner "out."

A man tried to steal and was caught by the pitcher, who threw a quick ball to the man guarding the base. There was a full-throated cheer from the grand stand. The high-pitched voice of the boy on the grass was heard yelling:

"Oh, lady, don't you know dat don't go at Comstock? No, sir! No stealin' of nothin'."

There was a home run by the Comstock men. It seemed as tho the whole field would be carried away by the cheers. Hats went up into the air. The negro chief rooter turned two back somersaults in the grass and landed at the feet of one of the keepers. The black boy grinned up at the man in uniform, who grinned back at him.

"We ain't winnin'. I ain't sayin' that, mind you, but we sho' is givin' 'em some trouble." The remark was made casually, man-to-man fashion.

Then the prisoner somersaulted back to his place among the colored contingent, whose throats were not yet worn out with the cheering.

The score was in favor of the visiting team in the sixth inning, 3 to 1, when the home team held a consultation with the manager, also an inmate. It seemed that the Great Meadows men, appreciating their battery weakness, had hired a pitcher and catcher from the Schenectady police team,

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Sift three cups flour, six level teaspoonfuls baking powder, half-teaspoonful salt; work in one-third cup lard. Mix with 1¾ cups milk. Spread in two pans. Use quick oven. Warm PAUL'S BLACKBERRY JAM. Butter one cake. Pour on jam. Top with second cake and whipped cream.

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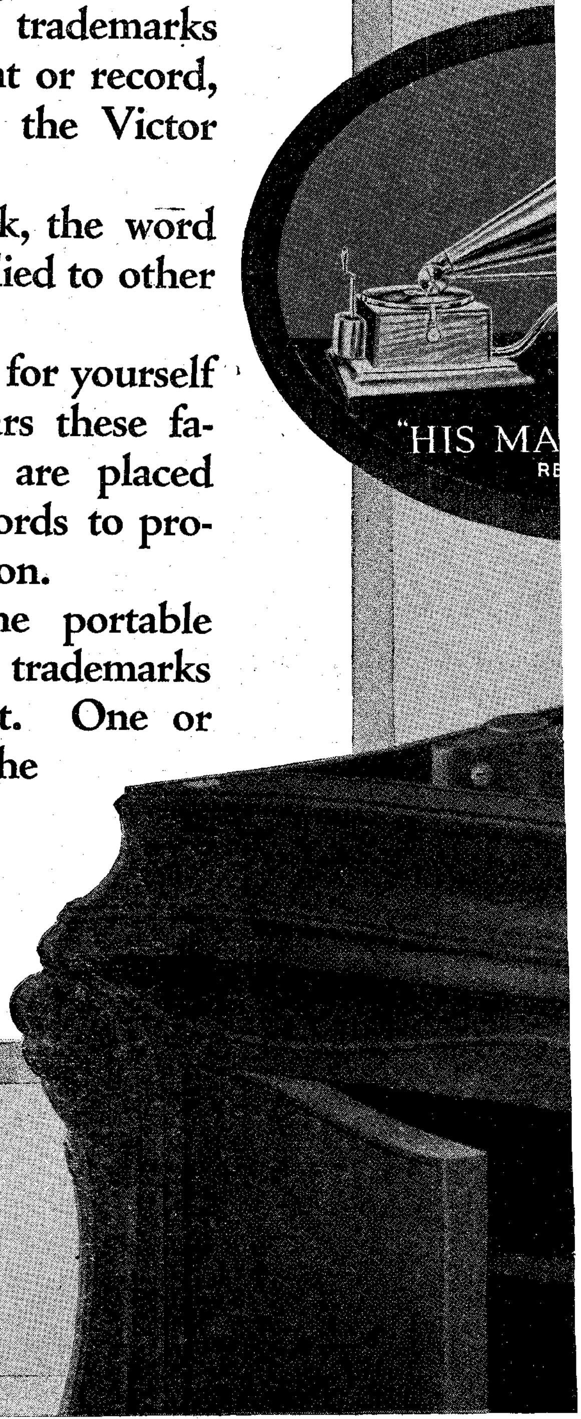

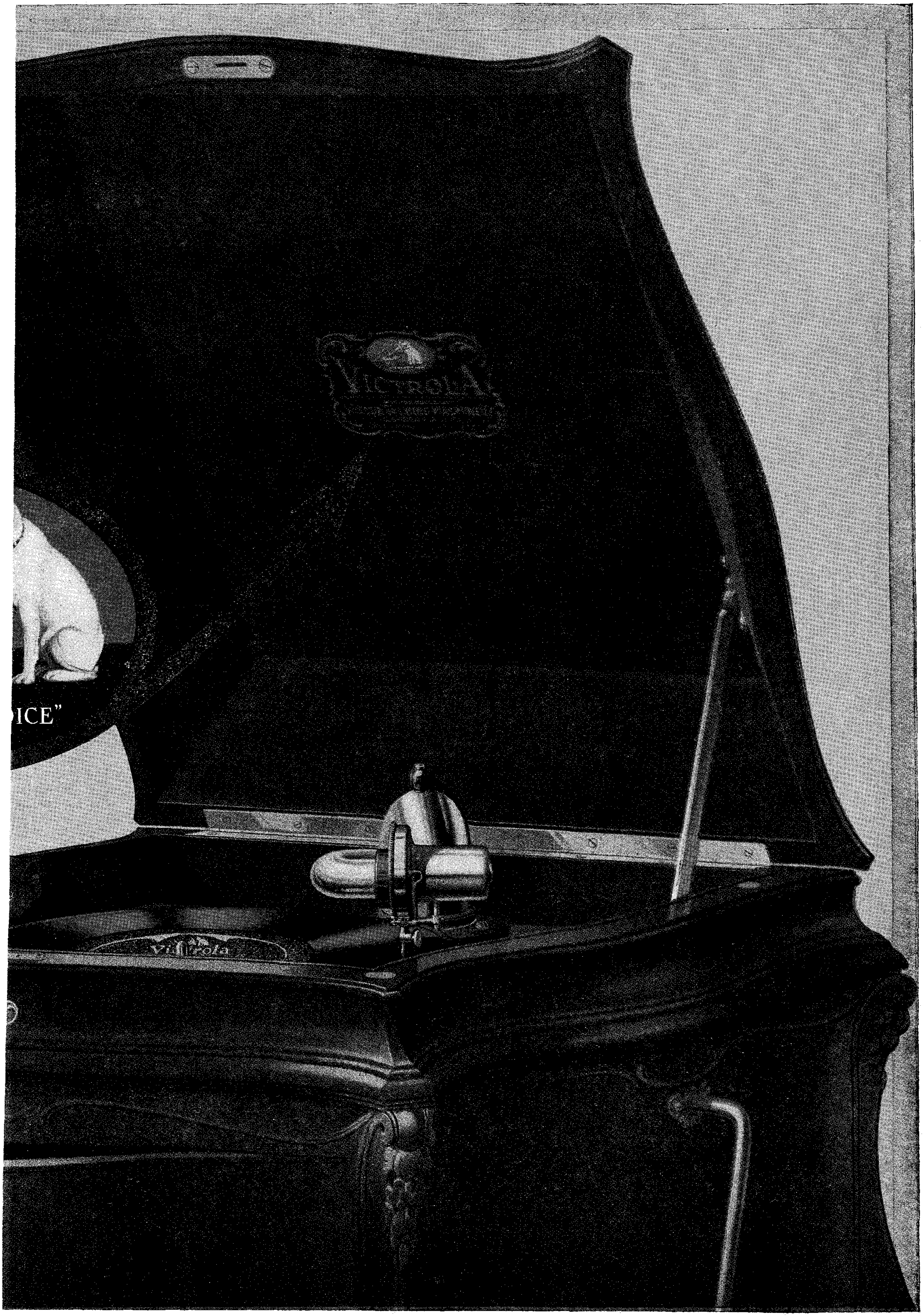
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PERSONAL GLIMPSES
Continued

but subsequently decided to put their own men in the field upon a vote from the men in the prison. The situation, however, called for a quick change. The manager came over to the warden and asked him for advice. The warden told him to go ahead and do what he thought best.

"It's your team and your game. Find out what the boys want."

The Schenectady battery was put in and, with the help of the really brilliant work of the shortstop, managed to hold the score for a while. There was a moment, indeed, where it seemed that the home team had made a second run, but the umpire decided against it. The yowl that went up was a lamentation.

"Throw him out! Throw him out! Who said he could ump?"

The somersaults on the grass gave way to vituperation, but soon the dark face cleared up and the cheer leader grinned in good-natured resignation to bad luck.

"I's out one week's lunch, two weeks' lunch, three weeks' lunch! Great Heavens, man, I's out six months' lunch. Dey sure did do me rough."

This outburst was explained later. The men are not allowed to bet money on the games. Each week, however, they are permitted to buy a certain amount of groceries in the prison store. The negro boy had been betting his groceries.

The game ended with a score of 5 to 1. To the visiting team was given a parting cheer, and the prison spectators got up and stretched prior to going back to the buildings. They mingled freely with the visitors who had come to see the game They stopt and chatted with the children Without any perceptible signal of any sort they turned after a while in the direction of the prison and walked into the yard. The guards followed. The door was shut behind them. The prisoners stood around in the yard waiting for the call to mess.

The ball game illustrates this particular prison's method. Great Meadows receives men from the prisons of original commitment, like Sing Sing, Dannemora, and Clinton, the terms varying from one year to life. The strange thing about Great Meadows is that it hasn't the atmosphere of a prison. It is a great farm. The men go out daily to their appointed tasks and return at night to their beds. There is no wall about the prison building. The courtyard is walled in as any air-shaft or yard has the walls of its building rising above it. The tiers of cells can be seen through the large windows, which take almost all of the wall space. When the inmates returned from the game they looked like a lot of newly arrived men at an army training-camp, the sprinkling of khaki shirts among them enhancing this impression. While the men were gossiping about the game with the Union Bag Company nine, the gate of the yard opened and an inmate driving a pair of horses and road-wagon came in. He jumped from his seat and went to the pump to lave his hands and face. Somebody called to him, "Why didn't you come to the game to-day?" He smiled and said:

"Didn't want to. Don't care for ball

games much. Besides, I wanted to see how that road-work was coming on." He turned to the pump once more.

There was nothing compulsory about attendance at the game. The half-holiday was given. One could take it or not, as he chose. He did what he chose, up to the limits of his freedom. This man was a passman, or trusty, which meant that he could go about his work without a guard or keeper. He had been four or five miles from the prison with the wagon and a pair of horses. The thing was not unusual.

The man turned to walk up the stairs leading into the corridor of the prison. A dog lay at the door. The man bent down to pat him and the dog wagged his tail. Standing on the door-sill, looking out on the yard, was a keeper. He nodded to the man coming through, who smiled in response. The dog lifted his eyes to the second man and growled. The keeper bent down to stroke him. The growl was repeated. The boys in the gray trousers smiled. One of them explained the meaning of the by-play. Jack, the dog, had grown up in the prison. He had been presented as a pup to one of the inmates, a "lifer." He was ready with a friendly bark or wag of the tail for any of the gray-trousered men, but had only a growl or a bite for those wearing anything else. He hated the blue of the keeper's uniform.

"If that keeper would come down in a pair of gray trousers, Jack would lick his hand. He's got nothing against the man. None of us has anything against him."

A group of men were standing at the bulletin-board in the corridor reading a notice which told them they could not buy more than three dollars' worth of groceries each week. The articles for sale and their prices were posted on the board. The men stood with pen or pencil and paper figuring out what they could get with three dollars.

Many of the men wore watches. One of them, standing at the door to the warden's office, was asked about it.

"Oh, yes," he said. "we're allowed to wear watches here. We've got to, you know. Some of us go out on the road and the fields, and we wouldn't know when to come back for mess if we had no watch. No, we don't always have a guard going with us. Lots of the men here are passmen. They're trusted to go out and come in just as they need to. They don't take advantage of the privilege, because they know that it will mean that the rest of us will have it taken from us. No, they're on the square.

"Yes, I'm a passman. I've been here for a long time. Was up at Sing Sing first; then was transferred here. They say this is the best prison in the State. I guess it is. We certainly have as much freedom as we can use without being entirely free. We're trusted to do the right thing. And I guess we do it because we are trusted. No, we haven't any honor system. We haven't anything that can be called a system. It's just an understanding between the warden and us.

"If the warden knows he can trust a man, he does. Just as long as that man shows his trust is well deserved he can do pretty much as he chooses.

"The work on the farm takes up most of our time. Some of the men ask to be sent out early. They like to work in the morning. The warden lets them. Sometimes they go off three and four miles from the prison. Others like to work later in the evening. The warden fixes that up.

"Each of us gets a chance to do the thing he likes. It's usually the thing he can do. They're building some flats for

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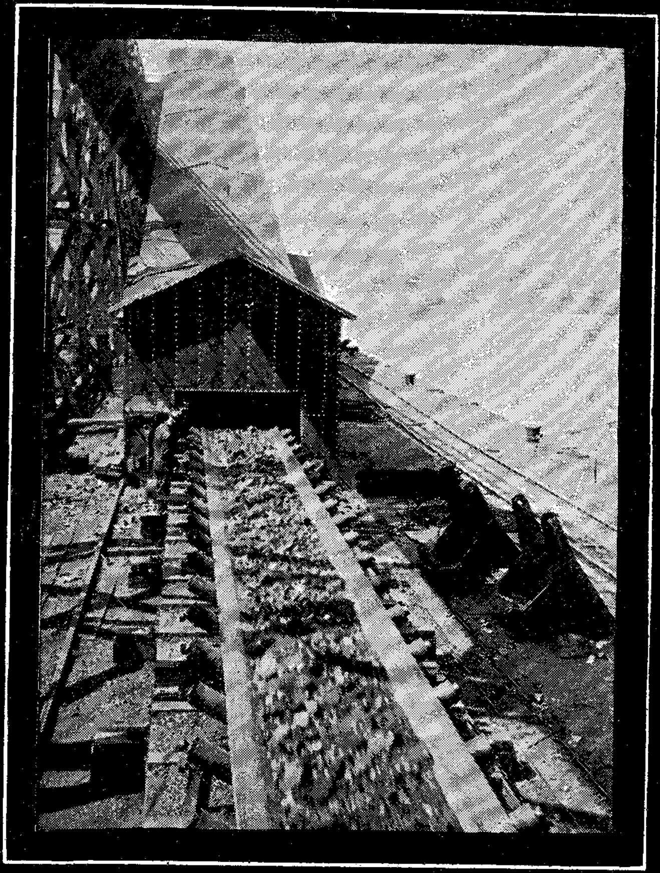

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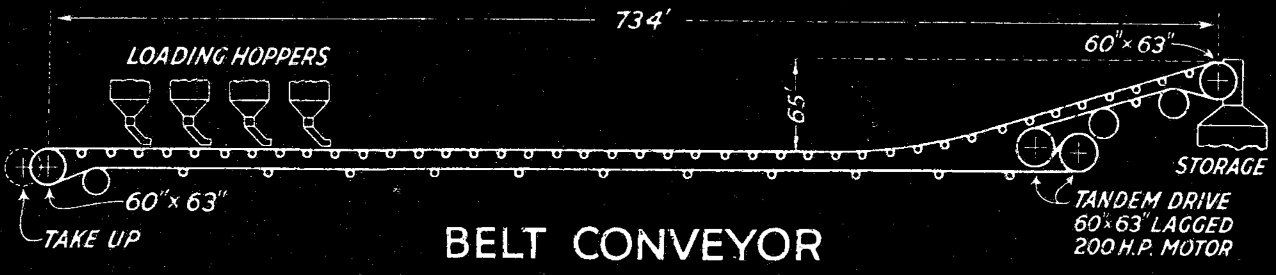
734'
LOADING HOPPERS
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54"—11 PLY CONVEYOR BUILT TO MEET CONDITIONS
32 OZ. DUCK — 7/32" TOP, 1/16" PULLEY COVER

MATERIAL—BITUMINOUS COAL
CAPACITY 1200 TONS PER HOUR
SPEED — 500 FT. PER MIN.
INSTALLED — APRIL 28, 1916
AMOUNT OF MATERIAL CARRIED TO DATE—2,000,000 TONS

Un-retouched photograph and facsimile blueprint of Goodyear Conveyor Belt in service of Zenith Furnace Company, Duluth, Minnesota

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GOODYEAR

Half the Unloading Time—And the G. T. M.

They unload a 10,000-ton cargo of coal in from 10 to 12 hours at the Zenith Furnace Company's dock in Duluth, Minn., with the aid of their specially built Goodyear Conveyor Belt. To do the same job used to take from 20 to 24 hours. So the economy of the great belt tells in money saved by swift and trouble-free conveying and in quick clearance of the boats that have to make every hour count in the limited season on the inland seas.

The long life and operating economy of this conveyor are striking tribute to the value of scientific analysis in the specification, design and construction of a belt to the particular duty required of it. This belt was built and installed on the expert analysis principle which is the working method of the G. T. M.—Goodyear Technical Man.

Every service condition was carefully analyzed, with Zenith Furnace Company officials co-operating in furnishing operating data. The conveyor is troughed and driven by a 200 H. P. motor, with gear and clutch arrangement regulating the speed, sometimes at 300 feet per minute, usually at 500 F. P. M. The drive is tandem, with lagged pulleys. Head, tail and drive pulleys are all 60″ in diameter, with 63″ face. Troughing idlers are spaced three feet center to center, return idlers, 8′ 3″.

Four grizzly feeds simultaneously load the belt. The coal is fed from automatic feeders, spreading first a layer of dust and fine coal as a cushion for the one- and two-foot lumps. The belt itself is 1,525 feet long, 54 inches wide, 11-ply, special construction throughout, with 7/32″ top cover and 1/16″ bottom cover.

Throughout the intense season of navigation on the Great Lakes, the conveyor is in intermittent service, carrying in the neighborhood of 1,200 tons an hour of bituminous coal. It is seldom idle, for the boats wait impatiently on one another for unloading. During the long, rigorous winters at the head of the lakes, the belt is subjected to severe cold, and during the summer exposed to varying weather conditions.

Its staunch, Goodyear character is best revealed by its condition in this, its fifth season, after having carried more than 2,000,000 tons. The average wear on its specially compounded cover is one sixty-fourth of an inch. Only a high grade cover stock such as Goodyear Conveyor Belts have could resist with less than 10% wear the weather and abrasion conditions that this belt has withstood. It looks good, Supt. Collins says, for years to come.

The qualities of Goodyear Conveyor Belts are summed up in ability—ability to carry the tonnage, to resist abrasion, to work steadily under varying atmospheric conditions, to set up new records for economical conveying, to operate with a notable freedom from trouble, to last a long time, and to protect our good name. If you have a conveying problem, it is to your advantage to have the G. T. M. analyze it with a view to your profit. Write about it to The Goodyear Tire & Rubber Company, Akron, Ohio, or Los Angeles, California.

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It's easy to strike the proper color balance with your shirts and MOSAIN Cuff Links. Care in these details marks the well-dressed man, and in MOSAIN you find variety to meet your every need.

MOSAIN is the fine art of enamelling at its best—cuff links in an almost unbelievable range of fine shade effects; brilliantly clear or mistily opaque; colorful, attractive and always in good taste.

MOSAIN
TRADE MARK

Yet MOSAIN Cuff Links are so moderately priced that anyone can afford several sets to match his shirts or ties.

Ask your men's wear dealer to show you MOSAIN Cuff Links. Consult him in selecting the right combinations to match your shirts. When buying shirts, buy MOSAIN Links to harmonize. In either chain, post or snap styles as you prefer.

FREEMAN-DAUGHADAY COMPANY
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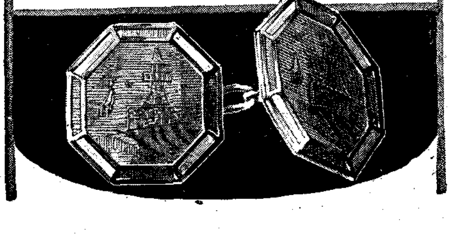
Makers also of MOSAIN Collar Holders and Pins for Soft Collars—at all Dealers



PERSONAL GLIMPSES
Continued

the civilians working in the prison. There's a steamfitter in charge of that job. He's in for assault. The man taking care of the warden's garden—you can't miss it, it's full of all kinds of flowers—is a 'lifer.' He likes to play around with the flowers. The men building the silos up at the barn are Italians, pick-and-shovel men, who know how to do that work. Sometimes the guard is around, sometimes he's not. It all depends on who's on the job. It's funny, but the guard often feels hurt because the men pay no attention to him. He likes them to talk to him the same as they do to each other. He likes them to ask his advice on how to mix the mortar and things like that. When they like him, they do it, even tho they know how already. When they don't like him, they just cut him, and he's not happy.

"Do I mind telling what I'm in for? No. Got used to it. Been living with the idea for so long. I'm in for murder. I was twenty-one when I did it. I'm thirty-four now. I was working in a mine. I'd worked there since I was a kid. Used to drink a lot to keep going. Got mad one day and killed my best friend.

"I tell you, drink has been to blame for more of the men being here than anything else. They're not bad lads. They're just weak-willed, or hot-tempered, or something. I'm weak-willed. I know it. I should have known better then. But it's all over. I may get out for good behavior. Maybe things will be different after that.

"We aren't bad. Really, we aren't. I wish people would believe that. I wish they could know that it takes a very little bit to push a man over from one side of the fence to the other. I wish they didn't feel that, just because we're here, there isn't anything good about us. If a man is set free and goes where people don't know him, he can begin all over again. It would help a good deal if they took the same attitude toward him while he's here—I mean, act as tho they understand that he's going to make good some day when he gets a chance. Oh, well, I suppose it's hard to understand."

He was called away to do an errand. In speaking about him later, Warden Hunt said he would trust that man with anything he possest. For that matter, he added, there were a number of the men in the place in whom he could place the same trust. Not the least of these was his own servant, Frank, a "lifer," who killed a man with an ice-pick in a quarrel. He was eighteen when it happened. Frank has full charge of the warden's house and the keys to all his valuables. He is a soft-eyed Italian boy who enjoys the honor of being allowed to wear white trousers and shirt instead of gray. Before dinner on the day of the ball game he could be seen in the flower-garden with a pair of shears cutting flowers for the table.

Two young boys, apparently of good training and education, were taking care of the files and registers. One was in for embezzlement and forgery and the other for stealing ten thousand dollars' worth of Liberty bonds. Both had been to Clinton Prison before being transferred to Great Meadows. One of them told what he thought of the change:

"We haven't the lock-step, the sounding of clubs on the floor, the fear of the guard that we had in the other place. The warden trusts us to do the right thing, and we do it. Not because there's somebody watching, but because we want to make good. The other place bored me. The discipline was too severe. We had to do things at special times, at special signals, and in special fashion. We were treated like criminals, not like human beings."

He went on to explain that there was a difference between the two. He was in for twenty-seven months. He thought his lawyer had not tried the case well and that his sentence was too severe.

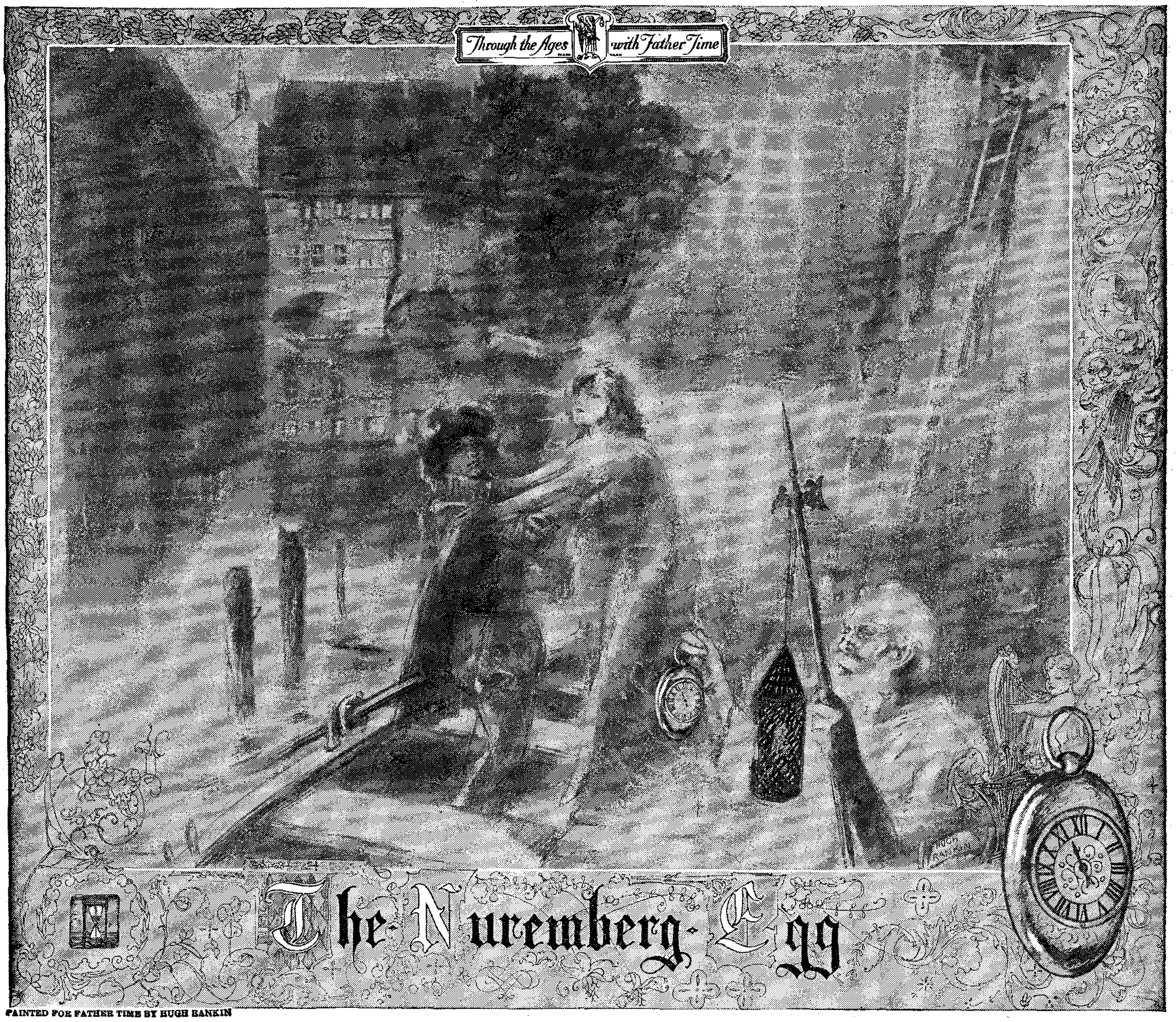
The other boy was equally communicative. There was no good wasting thought over what had happened to him, said he. The thing to do was to look out for the future. He "had no kick coming" about the way things were done. In fact, they were done in "mighty fine style." He, too, was a passman. Just as long as he behaved he had as much liberty as he wanted. He ended up with an astounding statement:

"I was in the army. I was an officer and served sixteen months at the front. I was wounded in several battles. Well, I know what that kind of life means. If somebody came to me to-day and said to me, 'You can have sixteen months at the front in exchange for one year of service here.' I'd choose staying here every time."

LIFE ABOARD A BARGE IN NEW YORK HARBOR

LIFE aboard a harbor barge is free from many of the cares, trials, and tribulations which affect the landlubber's digestion, or turn him into a misanthrope. On a barge no landlord comes every month with itching palm; there is no everlasting talk about the high cost of living, and to the man who is king of a barge it doesn't make much difference who is President of the United States. In a humdrum city dwelling one day is much like another—a round of breakfast, dinner, and supper, with a "movie" before bedtime—but on a barge one is always tasting the spice of life. Your day may be varied with the sight of a wreck, a sunken ship raised to reveal its treasure, a liner just in with a motley crowd from some foreign port, queer peoples from many parts of the world; the sun sinking in the far end of a path of gold, or water spattered with silver from the moon. No one day is twin of another. All this and more Grace Busse tells about in an article in the New York *Evening Post.* She has felt the rock and roll of a deck beneath her feet as wind and wave played with her barge, "as if it were a cigar-box." She has been banged and jerked against piers, rolled by the wash of some passing ship until the barge's lines snapt like shoestrings, and pounded and battered by ice-floes coming down the Hudson. And she enjoyed it all.

There are few Americans on the barges, says the writer—a sprinkling of negroes, French, and Irish; a large percentage of "square-heads"—Danes, Swedes, and Norwegians; but the majority are Belgians. She knew one big hulk of a Russian-Finn, a


Through the Ages with Father Time
The Nuremberg Egg

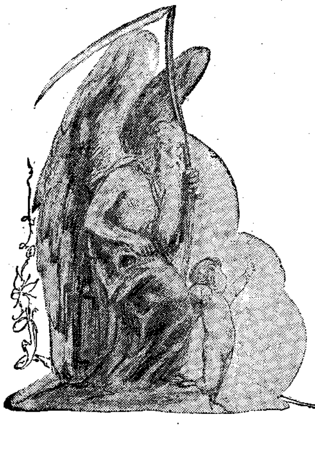
PAINTED FOR FATHER TIME BY HUGH RANKIN

AT the belt of the proud night-watchman of a quaint old Franconian town hung the "Nuremberg Egg"—warning the eloping lovers of the hour for closing the outer gates.

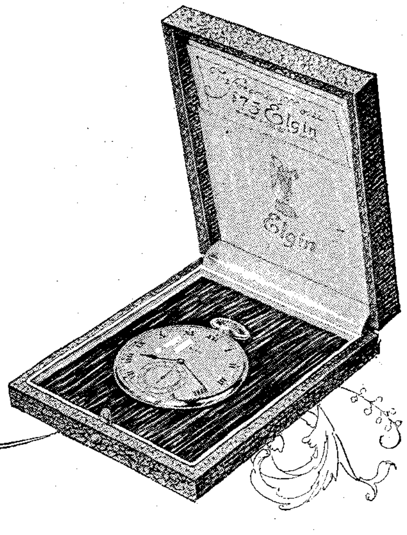
For many years old Nuremberg, birthplace of the world's first watch, was the chief source of supply. The clumsy drum shape persisted till after the death of Henlein, its inventor. Then came the oval watch, derisively nicknamed the "Nuremberg Egg."

Gradually this novel timepiece, despite its crudeness and inaccuracy, won its way into the hearts of the people. Its nickname proved more significant than the sixteenth century ever dreamed—for from this curious "egg" were hatched those timekeeping marvels of the present day—

Material, construction, adjustments and service fully covered by Elgin Guarantee * * * *



Elgin Watches



PERSONAL GLIMPSES
Continued

tiny Filipino, whose wife was a Porto-Rican, and who was formerly a jockey and a featherweight pugilist; and a Hollander who scarcely knows whether he is Dutch or German. Of the women she writes:

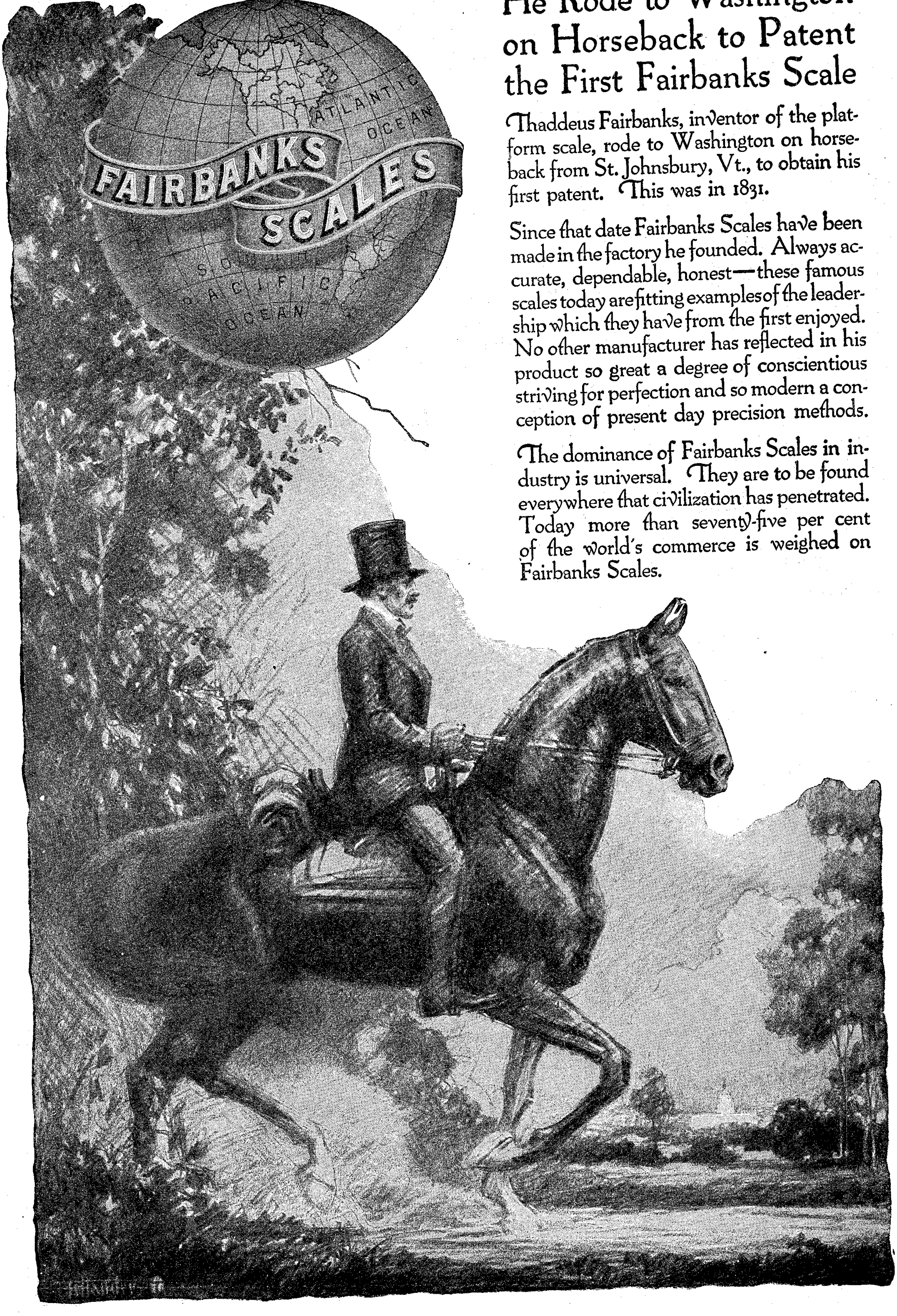
> Belgian and Scandinavian women are excellent housewives. To them the two or three rooms of their cabins are their world, where they scrub and cook and sew and mind the babies. They wash floors and windows daily, while friend husband as dutifully washes down his decks. Their stoves shine like mirrors and their cabins are models of neatness. They make the most wonderful lace, which decorates cushions, tidies, table-covers, lamp-shades, cradle, windows, and beds; they crochet beautiful spreads and shams, and patiently knit warm woolen blankets. They are extremely fond of pictures; they buy the best of furniture, and a good-natured rivalry exists between them in regard to the appearance of their cabins.
>
> Many cook during the summer months on queer little round oil-stoves brought from the old country. Hidden in the recesses of sideboard or closet are rare old liquors brought from "home." Most of these people have old folk on the other side, to whom they regularly send a part of their earnings.
>
> Boatmen live well; they buy the best of food and each has it cooked according to his own national custom. To look at them aboard the barges you would not expect the husband to possess other than his battered hat, khaki trousers, and open-fronted shirt; or the wife much besides her big, loose aprons and shoddy slippers. But if you met them ashore you would scarcely recognize them. They dress well and go to the best theaters several times a week. You see them at Coney or the Palisades or wherever you go.
>
> The men, too, have their hobbies for spare minutes, and spare minutes are many. A boatman has much leisure until the time comes for action, when he must work hard and fast. Some carve boats and fit them with rigging and sails; some read countless works of fiction. One man is studying engineering. Another, a Frenchman from Alsace-Lorraine, embroiders pillow-covers with the flags of every nation. One young captain who has a camera takes ship pictures and enlarges them. Many bargemen fish for hours and rejoice over one small eel.
>
> As a rule, they educate their children—no boatman wants his son to be a boatman. Those who have learning enough, teach the children themselves, while others place them ashore with relatives or friends during the school term. A few children go to public school daily from the boats, or avail themselves of the Home for Seamen's Children in Staten Island.
>
> Among the barge captains is a broad-shouldered, weather-beaten Scandinavian, who has sailed the seven seas. His last ocean voyage was as quartermaster of the "Soviet Ark," *Buford*, which took the deported Bolsheviki to Russia a few months ago. Many an hour we have sat and listened to his tales of that voyage. To wait on the deportees were several hundred flunkies, all ex-convicts, and more troublesome than the "Reds" themselves. He told us stories of exorbitant prices on board—of one dollar for an orange or a box of cigarets, sixty dollars for a pair of shoes, etc., but the radicals were well supplied with money and paid all demands cheerfully. Upon arriving in Russia Emma Goldman had said to him, "I shall be back in America before you," a prophecy which, however, she failed to fulfil.

Ships of every nationality enter the harbor—Danish, Swedish, and Norwegian; Dutch, German, and French; Spanish, Greek, and Italian; Japanese and Chinese. But by far the greater number are British, on many of which the crews are Hindu coolies. Boys in one-piece bathing-suits haunt the docks on hot summer days. The boat people like the water, too, and when they can find a spot reasonably isolated where the water is clear and free from riffraff and crude oil, men, women, and children drop over the side. Many use life-belts and life-lines, and even the little tots of two and three years go in with life-belts and soon learn to swim. One day a little fellow of three fell overboard, and the first his family knew of the mishap was when he clambered back, dripping wet from his unexpected immersion. When asked why he had not called for help, he exclaimed scornfully, "Aw, what was the use, none of them longshoremen can swim. So I got out myself." Other experiences are described:

> During one of the recent longshoremen strikes hundreds of negro strike-breakers were used on the various piers, and to prevent outbreaks at the pier gates, these colored gentlemen were taken to their various working-places by motor-boat each morning and away again at night. On one evening a large motor-boat containing about a hundred negroes was just leaving the pier when a passing tow of barges on one side and an outgoing steamer on the other blocked her way. A collision was inevitable and seeing less danger in the small wooden barge than the steamer's iron propeller, the motor-boat captain steered her toward the barge. Luckily the distance was greater than he had anticipated, and instead of a head-on collision he got only a side-swipe that carried away his entire side rail. Such a crowd of frightened darkies you never saw. They dropt dice and money alike; of course, several crap games were in progress. They grabbed for life-belts, they scrambled aboard the barge, and, with rolling eyes and chattering teeth, waited for the crash that never came.
>
> On dull days the harbor is a picture in tones of gray: gray sky, gray sea, gray ships. But on sunny days it is a thing of beauty. The green water ripples in the sun, and every little ripple catches a sunbeam and reflects it like a myriad of little mirrors, and at sunset there is a broad path of rosy gold reaching to the multi-colored western sky.
>
> We often see a wrecked ship or lighter; sometimes we see a sunken one lifted, or a diver salvage a sunken cargo or bring up some poor chap's body. We saw the *Royal George* smash her nose on the *Imperator's* stern as the big liner started on that almost disastrous trip when many of her staterooms were flooded before she docked on the other side.
>
> Following the armistice we were almost the first to sight the transports with their precious human cargo; we could almost have thrown a stone on the deck of the mighty *Leviathan* as she passed, deck, rail, rigging, and life-boats full of khaki-clad boys shouting their joy at being home. And now we see the flag-draped caskets lying in state on the piers. Airplanes and blimps pass so low we see their pilots and hear the voices; destroyers and gun-boats rock us as they scurry past.
>
> High on the wall of the Morse dry-dock in Brooklyn, two flags—white for *Shamrock*, red for *Resolute*—kept us posted as to the progress of the race. How we did shout and cheer when on that decisive last day *Resolute's* flag went to the top after *Shamrock's* had been in the lead for hours!
>
> All we see in our floating life would fill a book—incoming and outgoing ships, and freight loaded on the pier. We have seen tons of loaf sugar arriving from Czecho-Slovakia, lying in great dirty piles on the docks, waiting for the cases to be recoopered. There are priceless cargoes of spices, silks, ivories, crude rubber, and wool; vile-smelling cargoes of hides, horns, hoofs, and old bones, and almost worthless cargoes of soil or rocks taken in as ballast in some far country which has nothing to offer the United States for return freight. There are queer accidents and quaint foreigners—excitable Italians, placid Swedes, and talkative old sea-dogs who have spent all their lives on the ocean and can tell such tales of the sea as to hold you rapt for hours.
>
> After all, a boatman's life is one of happy, healthy, out-of-doors activity; he laughs at landlords, escapes the pinch of old H. C. of L.; he sees constantly new sights and new scenes. He lives and learns, and upon his own barge is king.

BLOWING A ROAD CLEAN WITH COMPREST AIR.—An interesting experiment tried in putting a new wearing coat on the main park drive in the Palisades Interstate Park is described in *Engineering and Contracting* (New York). This drive, extending from Bear Mountain on the Hudson River to Tuxedo, was built and opened for traffic five years ago. It has been subjected to heavy traffic—pleasure-cars, automobile-trucks, and steel-tired wagons and trailers—and nothing has been done to the surface until this spring. Says the writer:

> "There were no pockets and no signs of raveling in the road, but its surface had worn down until it showed throughout its entire length all of the three-quarter-inch stone. This stone had worn slightly and the entire surface was much like that of a grindstone. It was decided to put a wearing coat on this road this spring, and in order to insure a proper bond for this coat, the road was swept with wire brooms. A small portable air-compressor was equipped with two hose fitted with very small aperture nozles and this compressor was hauled over the road behind the sweepers and all of the dust blown from the surface. This equipment, which required the services of three men, covered about one-half mile of the road per day and removed all of the dust from the road surface. When the seal coat was applied with a truck and under pressure it bound itself absolutely to the road surface.
>
> "A careful examination shows that there is practically a perfect bond between this seal coat and the original coat and it has made a splendid wearing surface."



He Rode to Washington on Horseback to Patent the First Fairbanks Scale

Thaddeus Fairbanks, inventor of the platform scale, rode to Washington on horseback from St. Johnsbury, Vt., to obtain his first patent. This was in 1831.

Since that date Fairbanks Scales have been made in the factory he founded. Always accurate, dependable, honest—these famous scales today are fitting examples of the leadership which they have from the first enjoyed. No other manufacturer has reflected in his product so great a degree of conscientious striving for perfection and so modern a conception of present day precision methods.

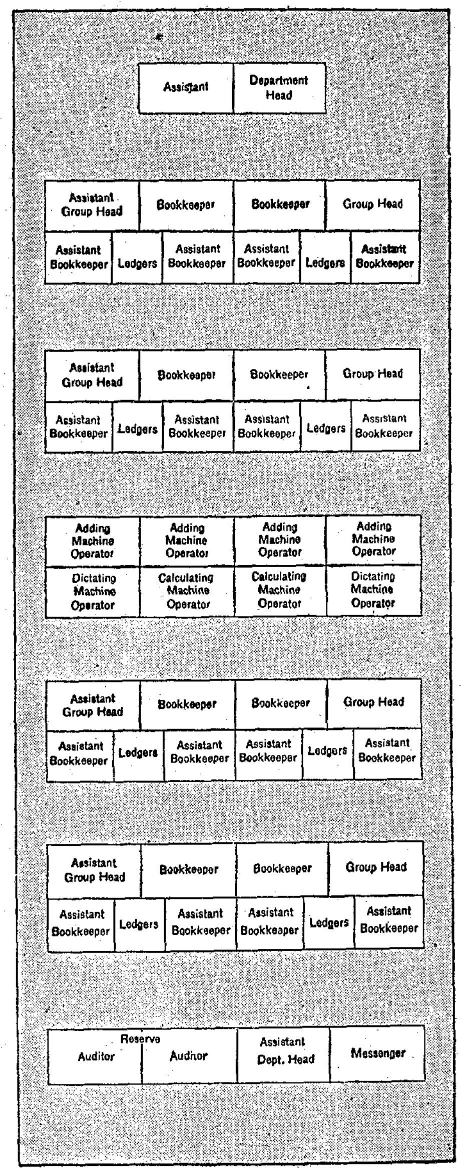
The dominance of Fairbanks Scales in industry is universal. They are to be found everywhere that civilization has penetrated. Today more than seventy-five per cent of the world's commerce is weighed on Fairbanks Scales.

BUSINESS - EFFICIENCY

ARMY METHODS TO REMOVE OFFICE KINKS

A CERTAIN firm employed over fifty girl bookkeepers, and yet it had trouble getting its bookkeeping done. Tho the employees worked overtime the monthly balances were always late. The members of the office force were perpetually dissatisfied. Nothing was going right. The head of the concern decided that something must be done, and, to begin with, he called in one of the best girls to find out what she thought the trouble was. She told him without hesitation. Each employee, except the head of the department and her assistants, felt herself a mere cog in the machine. There was no chance for any individual to distinguish herself. If a girl did her work well she did only what she was expected to do. If she made a slip she was criticized by both department heads and customers. The late balances were attributed, among other things, to an excess of work due to frequent absences of members of the force. The head of the bookkeeping department and her assistants had their time all taken up answering countless questions on trivial matters, and hence had no time to think up improvements in the system. So the business manager called in various "experts," and there were many conferences of men supposed to be wise in office management, but no solution of the problem was found. "Finally the way out of the predicament dropt from a blue sky." The business manager thought of the army system of management and decided to adopt it for his organization. As the story is told in *System* (Chicago), by Chester C. Kaskell:

> I immediately shut myself up in my office and worked over the plan, which seemed to be just the thing. Of course, there were the usual number of "doubters," but I went right ahead, and one day gathered the entire bookkeeping department and explained the new plan. At the present writing it has been in effect over a year, and there have been more benefits from it than were first realized.
>
> Under the "army" plan the bookkeeping department consists of one head, or "captain"; two assistants, or "lieutenants"; and six squads of eight "privates" each. Each "squad" includes a "sergeant" and a "corporal." The "sergeant" is directly responsible for the bookkeepers and the "corporal" for the assistant bookkeepers. Responsibility travels along the entire line—the private reports to the corporal, the corporal to the sergeant, and so on. Thus most of the difficulties are straightened out before they ever reach the lieutenants or the captain, and this allows them time to devote to questions of more importance than petty differences and the like. For their added responsibilities, sergeants and corporals now receive two dollars and one dollar a week more, respectively, than the "privates" receive.
>
> The advantages of separating the forty-eight bookkeepers into squads are many. In the first place, each girl becomes a member of a distinctive group. In getting balances, each group is pitted against the other. The squad which gets its balance by a specified date—either the first or second business day of the month—is awarded a half-day off, with pay. Since the award is made to each group which completes the required work by the specified time, interest continues after the winning squad has been announced.
>
> A girl who, under the old plan, might be inclined to let her work drift along is now continually on the job, not alone because the rest of her squad is dependent upon her, but also because she knows that the other girls will prod her along. If one girl, say in squad C, falls down for some reason or other, the rest of her squad does everything possible to get her back on schedule, to give the squad a chance of coming out first. This applies to the daily work as well as the monthly balances, too. The reward for the daily work is the privilege of any squad as a whole to go home when the day's work is completed; the department is organized on the basis of a day's work in a day.
>
> Where formerly there were only three chances for promotion in the bookkeeping department, there are now many more, because of the corporal-sergeant-lieutenant-captain plan. As soon as a girl becomes sufficiently proficient in her work she is in line for promotion to corporal. Knowing this, she is constantly on the alert, with an eager eye on the job ahead.
>
> From her experience she has already become a fairly good executive and has learned how to delegate work to others. Often we have found that one of the girls in training can be used in a better position in some other department; if so, we promptly promote her.
>
> One of the indirect benefits of the army plan is the reduced labor turnover in the bookkeeping department. Where formerly there were a constant influx and exodus of girls, the only vacancies now are due to promotions, deaths, marriages, and other unavoidable changes. When a new girl comes into the department, she becomes acclimated and learns the work of the department far more quickly than the new girl used to, because every one helps her.
>
> Time is saved because bookkeepers no longer have to travel the length of the office to consult the head of the department or one of the assistants on questions about which they are in doubt. There is a sergeant and a corporal near every bookkeeper and assistant bookkeeper.
>
> The benefits of the army plan have recommended it to several other office managers, who have adopted it. And they never seem to cease wondering that the change can be accomplished by merely rearranging the desks.


Assistant
Department Head
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Bookkeeper
Bookkeeper
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Ledgers
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Adding Machine Operator
Adding Machine Operator
Dictating Machine Operator
Calculating Machine Operator
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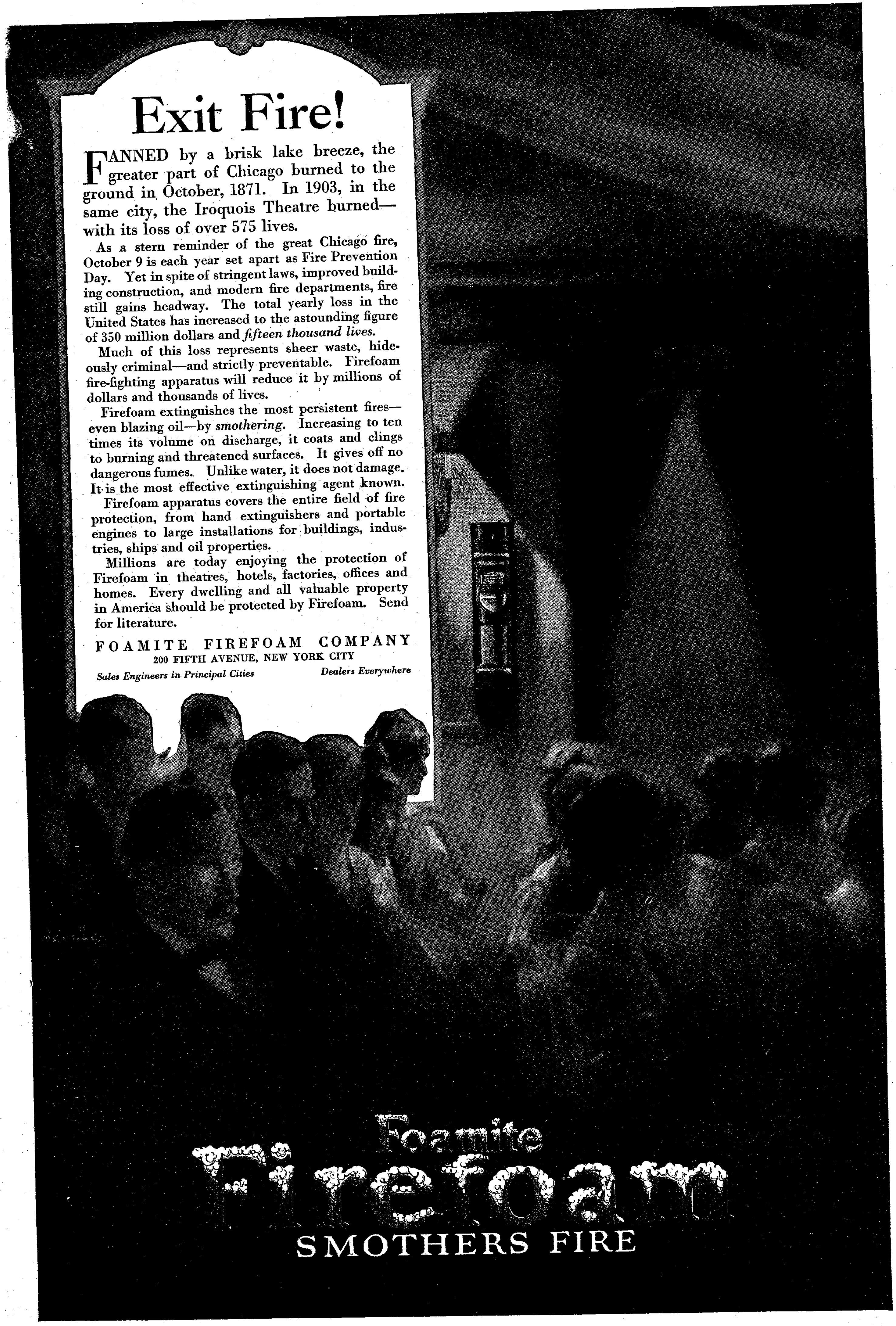
Ledgers
Assistant Bookkeeper
Assistant Bookkeeper
Ledgers
Assistant Bookkeeper
Reserve Auditor
Auditor
Assistant Dept. Head
Messenger

AN "ARMY PLAN" OFFICE.

The force is divided into six squads, each operating as a unit, whose members are responsible to its officers, the latter in turn being responsible to the head of the department.

"CAST-IRON NEWSBOYS."—A mechanical news-vender, able to compete with the newsboy in everything but the ability to yell "Wuxtry!" is appearing on the street-corners in numerous American cities, as well as in Central and South America. If the new cast-iron newsboy can not yell an enticing bit of its head-lines to the passer-by, at least it offers him a glimpse at the news through a little window in the upper part of the paper-holding box. The machine operates on the slot-machine principle. "The cautious chap," observes *The Fourth Estate* (New York), "can read the head-lines before risking his coins." *Popular Mechanics* (New York) says, apropos of the appearance of the machine in Washington:

> They take the form of coin-operated machines, and are placed on up-town street-corners, which, tho busy, have proved unpopular with the trade-seeking newsboy. The machines are filled regularly with the latest editions by auto-trucks, which also supply the neighborhood newsdealers.



Exit Fire!

FANNED by a brisk lake breeze, the greater part of Chicago burned to the ground in October, 1871. In 1903, in the same city, the Iroquois Theatre burned—with its loss of over 575 lives.

As a stern reminder of the great Chicago fire, October 9 is each year set apart as Fire Prevention Day. Yet in spite of stringent laws, improved building construction, and modern fire departments, fire still gains headway. The total yearly loss in the United States has increased to the astounding figure of 350 million dollars and *fifteen thousand lives.*

Much of this loss represents sheer waste, hideously criminal—and strictly preventable. Firefoam fire-fighting apparatus will reduce it by millions of dollars and thousands of lives.

Firefoam extinguishes the most persistent fires—even blazing oil—by *smothering.* Increasing to ten times its volume on discharge, it coats and clings to burning and threatened surfaces. It gives off no dangerous fumes. Unlike water, it does not damage. It is the most effective extinguishing agent known.

Firefoam apparatus covers the entire field of fire protection, from hand extinguishers and portable engines to large installations for buildings, industries, ships and oil properties.

Millions are today enjoying the protection of Firefoam in theatres, hotels, factories, offices and homes. Every dwelling and all valuable property in America should be protected by Firefoam. Send for literature.

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Sales Engineers in Principal Cities *Dealers Everywhere*

The Happy Combination of Correct Style and Comfort distinguishes
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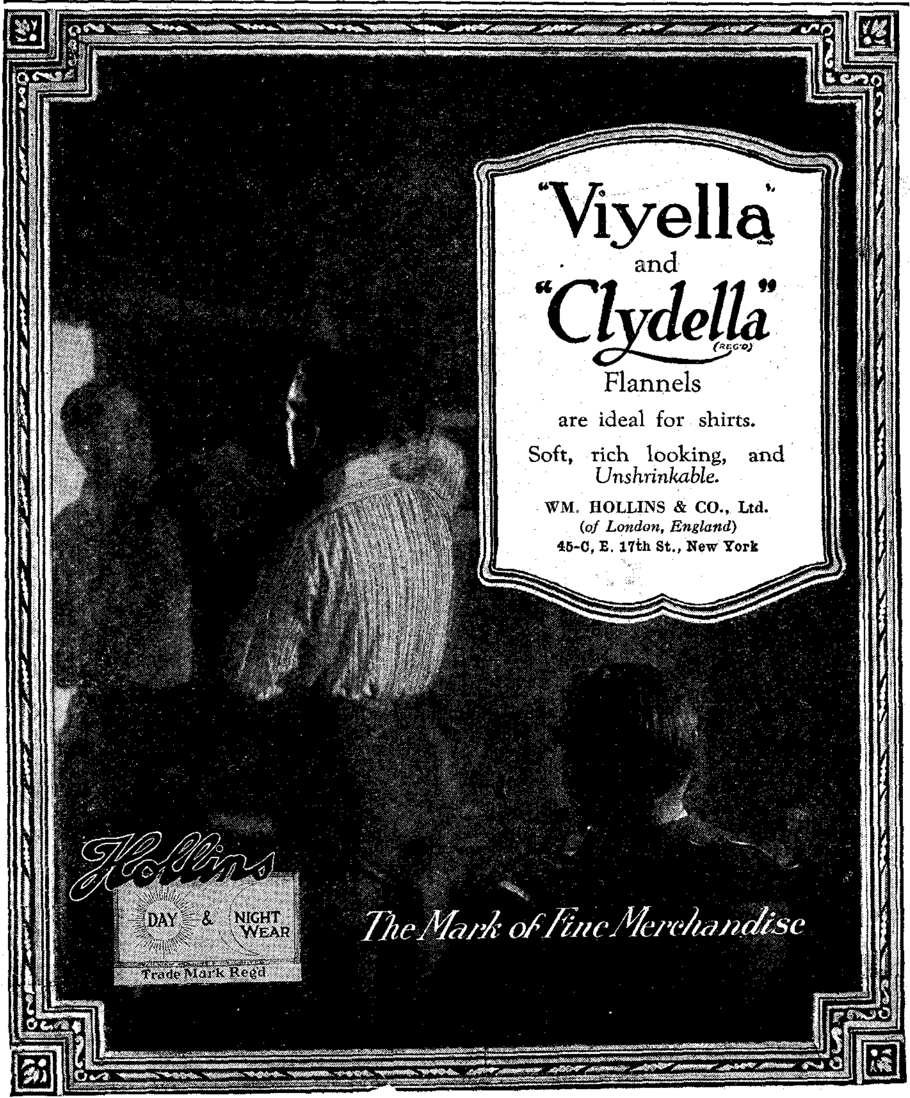

"Viyella" and "Clydella" (REG'D) Flannels
are ideal for shirts.
Soft, rich looking, and *Unshrinkable.*
WM. HOLLINS & CO., Ltd.
(of London, England)
45-C, E. 17th St., New York
Hollins
DAY & NIGHT WEAR
Trade Mark Regd
The Mark of Fine Merchandise

BUSINESS EFFICIENCY
Continued

A FIVE-DAY WEEK THAT PAYS BOTH EMPLOYER AND EMPLOYEES

A FIVE-DAY week, without decrease in production, has been established by the Joseph & Feiss Company, and after three and a half years has been found successful and pleasing to both employers and employees. In an article in *Factory*, based on an interview with Richard A. Feiss, general manager of the company, it is admitted that it does not follow from the success of this company in the new arrangement that it would be successful in any other business; but the experience, it is urged, may offer at least some good suggestion for other firms. Complaints from employees about making long trips to and from the factory for only half a day's work, the company's need for more labor than it could obtain, and a high percentage of absenteeism first set the management thinking about shortening the week. The question was put to the consideration of a meeting of the employees, and they unanimously voted in favor of it. Success, without any decrease in production and without any disarrangement, but, on the other hand, with a new incentive for the workers, was immediate. It was understood from the beginning the usual quotas —quotas such as had been considered normal for the five-and-a-half-day week—would be maintained. If a group finished its quota by Friday night, it was free for the rest of the week. If it did not complete its quota, it would come down Saturday morning and stay until it was finished, or until the usual Saturday quitting time. By this plan the worker had nothing to lose but something to gain if the work necessary to gain it were found to be not too strenuous. If at any time after the workers went on the five-day basis the output should drop off, they were expected automatically to revert to Saturday work. This was the understanding when the new arrangement was put to the test. It was also agreed that when conditions were abnormal, as during an epidemic, a street-car strike, a freight tie-up, or any emergency made it impossible to finish the quotas Friday night, the workers were to come to the shop on Saturdays.

After the workers were normally reaching their quotas on Friday night, the management shortened the week still further. They shortened the remaining five days an average of about twenty minutes each, as compared with the old schedule. The people had been working about eight and four-fifths hours on the average; now they worked about eight and two-fifths hours. In the reduced time as much output was obtained as had been secured in the longer days with the extra half-day thrown in. It is explained that not all the quickening was due to the time-test. During the same period the company installed various improved methods and some new machinery, all of which helped to some extent. But the Saturday holiday was regarded as the great factor in the improvement. There was no complaint that the quotas were too stiff; and if there was any more fatigue at the end of the day—and the management saw no indications that there was—it was more than compensated for by the longer week-end. From the manufacturing standpoint the company found four advantages:

1. The saving of power. The same output is secured by operating the machines about ten per cent. less time. The greater efficiency has been obtained, not so much by running the machines faster or more of the time, which in many instances would scarcely have been possible, but by using them more of the time when they are running. Less time is wasted between operations, when the motors would be going anyway.

2. Reduction in absenteeism. In 1916, the year before the new schedule was adopted, there was 2.5 per cent. of absenteeism a day. In 1917, the first year of the new schedule, this figure dropt to 1.62 per cent.—the lowest it had ever been except in the comparatively quiet year of 1915.

In 1918 and 1919 the percentages rose until they were higher than they had been even in 1916, but these were years of great competition for labor in Cleveland, and consequent independence on the part of labor. Without the short week there is every reason to believe that the absenteeism those years would have been higher than it was. The possible good excuses for missing a work-day had at least been reduced. The people had time to pay their rent, light-bills, taxes, and the like; they had time, if they were women, to sew, shop, help keep house, and do other things that are generally more or less of a problem to the woman who works six days a week.

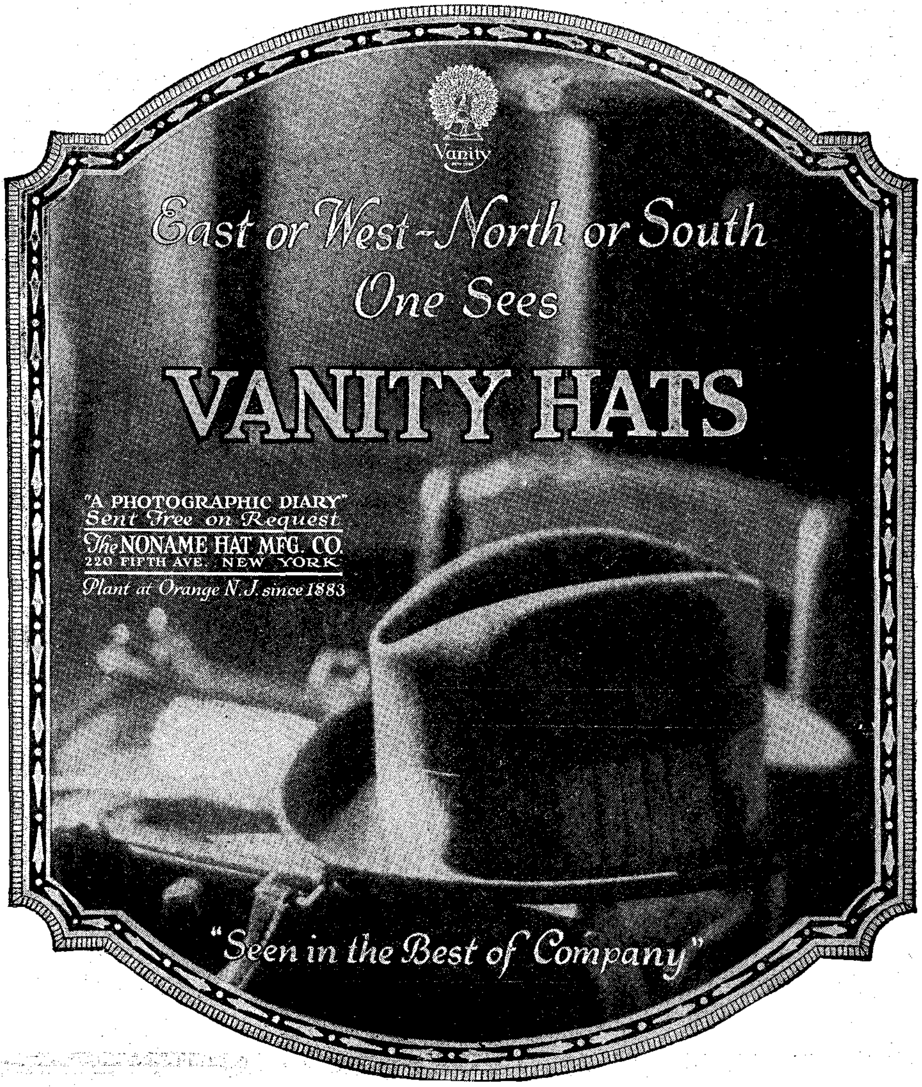
With these duties off their minds, or with the opportunity to get them off their minds the next week-end, there was less reason for missing time during the week.

3. The short week has opened up new sources of labor and helped to hold down our labor turnover. Here, again, other factors have entered in. The company is paying something like twice the wages it paid back in 1916, and the increases have certainly helped it to get and keep workers.

But the short week has also been a powerful inducement. New workers frequently mention it as the special reason they have applied to this business in preference to some other, and it is not uncommon for applicants to say that they would not have gone to work anywhere if it had been a question of working six days a week. That has been the case with a number of women who had considerable responsibilities at home. The shorter week has made it possible for them to fulfil their domestic duties, and still be available for us. They are an entirely new labor-supply.

What the whole Saturday off means to women is pretty well indicated in some statements recently obtained from a number of the women workers. The women were asked by the employment department to say frankly how they liked the five-day week, and why they liked it or

TO know Shawknit is to know a safe buying name for hosiery
Shawknit
TRADE-MARK
REG. U. S. PAT. OFF.
HOSIERY for MEN



BUSINESS EFFICIENCY

Continued

disliked it. Here is what a few of them said:

"A free Saturday for a busy woman means a chance to earn vacation bonus by shopping on Saturdays instead of during the week; a chance to do many little things for yourself which would have to be done evenings; and a chance to let mother enjoy a few hours' rest by helping her along with the work. At the same time it gets your mind away from the daily grind and makes you better prepared for the next week's work."

"Saturday is a day that every girl needs for shopping and mending, and the rest of the day for recreation of some kind, such as swimming in the summer and skating and hikes in the winter, and week-ends out in the country air."

"A five-day week gives a person a chance to do a little shopping and some work at home and leaves Sunday for rest and recreation."

"I have to work harder at home than in the shop. I must keep house for a sick mother, a father, and five brothers. If I had to work at the shop Saturdays, too, I would have to do all this hard work after working hours during the week."

"A great many people enjoy Saturdays away from work nowadays. I think it much nicer to have a whole day in which to attend to my personal affairs. I like to sleep longer on Saturdays and by doing an altogether different kind of work at home feel more rested and ready for work on Monday."

"I prefer the five-day week because I can be home on Saturdays to take care of my home duties and brighten up the life of my children."

"I like to have my Saturdays free because I can plan to have my good times on Friday and Saturday evenings instead of going out evenings when I have to get up early the next morning. I think a good many people feel sleepy and good for nothing on Monday morning because they go out Sunday evenings. Friday and Saturday evenings are the best times for enjoying yourself."

Out of the six hundred or more women and girls who work for the company the employment department knows of only one who has chosen to do any outside work for pay on Saturday. She is working in a picture show, and she is doing it for the fun, rather than the money; she says it is her kind of recreation.

A few more of the men work. Something like a dozen out of the two hundred that we employ have regular Saturday jobs, most of them doing remodeling or pressing in retail clothing-shops. They get good pay for it, and like it, and the management does not mind. But the great majority find plenty to do in the way of gardening, tinkering with their automobiles, fixing up their places, going fishing, and the like, to keep them busy, and leave them feeling that the time has been well spent. On the whole, the men seem little if any less enthusiastic about the plan than the women.

4. Perhaps the greatest advantage of the five-day week is that it affords a better method of keeping production in weekly balance throughout the factories. In the old days the operatives worked from the beginning of the week on the assumption that they would be at it five days and a half, and governed their output per hour and per day accordingly. It was hardly possible to get them to hasten their output early in the week, as an insurance against emergencies later on. The pace had been set by tradition, and they followed it. If a group, therefore, had to stop work a while for any reason, or if its output was cut down for a day or two by absences, the chances were the group would come out just about that much short at the end of the week. And there was no way of filling in this lost production. If a group that was turning out one part of a coat fell down, the only way to come out at the end of the week without a lot of other parts made by other groups left over was to cut down proportionally the quotas of the groups that were making the other parts.

The five-day week has made this sort of curtailment unnecessary. The quotas are maintained, and if for any reason there is a slow-down so that the quotas of certain groups can not be reached in five days the workers are pledged to come down Saturday mornings to finish them. Instead of leveling all groups down to the slowest, therefore, the slowest are automatically leveled up to those which have been able to maintain a normal production. The management has not attempted to increase its quotas under the new arrangement, but the plan has made it possible to maintain the quotas more regularly. There has been a frequently exprest fear that the workers might feel encouraged by the five-day week to ask a still shorter week, but it has not been fulfilled. The five-day week is not a concession; the workers earn it. A common comment on the arrangement from men in other businesses is that it wouldn't work in their factories because of certain peculiarities of process or machinery, and the writer says:

They may be right. Certainly it is not for an outsider to say offhand that they are not. In some lines the plan would undoubtedly involve more difficulties than in this. But it is a fact that when the plan was first suggested to the management of this business, its reaction was the same. Its impression was that there were some operations in the plant, a number of them, that were already going on as fast as possible—and it has found out that they weren't.

It was found that every operation in the plant could be speeded up in some manner. Most of the improvement is due to the fact that the workers are striving hard to earn the Saturday holiday. But some of the operations required a change of procedure in order to give those workers an even chance with the others.

There were, for instance, the basting groups—people who took out bastings. They were highly efficient. They worked about as rapidly as could be expected, so long as they worked by hand, and there was no other way imaginable for them to work. Basting threads, so far as the management knew, never had been pulled any other way than by hand. Altogether these groups looked like limiting factors—units that were already going as fast as they could go. But the work either had to be quickened or more workers employed if the group was to benefit by the plan.

So finally they were speeded up by the simple shift of reducing the quantity of bastings that they had to draw. The management found, when it looked into the problem, that the business could get on just as well with fewer bastings. And so those groups have not only been able to keep up with the quickened pace of the rest of the organization, but they have been able to do it with considerably fewer people than they used to have.

One way or another, the company has broken through a number of conditions that seemed just as stiff obstacles as this to the five-day week.

The experience, therefore, comes to this: In a business in which at first the quickening of operations as a whole seemed anything but easy, they have been quickened on the average more than ten per cent., and the people, in consequence, have had more leisure proportionally. Output has been increased, new sources of labor opened up, labor turnover and absenteeism reduced for a while and since kept lower than it probably would have been—all not only without cost to the company, but at an actual saving, a saving in power.

It is only natural that the management should be pleased with the experiment—and regard it as no longer an experiment.

AMERICAN FARMERS FACING BUGS, BLISTERS, AND A CAR SHORTAGE

Bugs, blizzards, and blisters take all the bliss out of the farmer's life and constitute several solid reasons why he should not be accused of being a profiteer, in spite of the high prices he has been receiving for his products during the last several years. Also it is to be remembered that the losses he sustains as a result of the ravages of insects and the inclemencies of the weather, both blizzardy and blistering, form only a part of the trials and tribulations of farming. Where the average city man has only one set of overhead expenses, the farmer, we are told, has to contend with three separate and distinct bunches of these income devourers. First, he is a laborer and as such entitled to wages; he is also an employer, and therefore ought to enjoy some profits; lastly, he is a capitalist with a right to expect an adequate return on his investment. All these returns have to be met out of the yield of the farm, and with the H. C. of L. at its present altitudinous stage, the thing presents perplexities that render the husbandman's existence anything but one long round of unmixed joy. In an article in the New York *Times*, apparently written especially for the purpose of showing that the farmer is not a profiteer, tho many shallow-minded consumers seem to to have that idea, I. D. Graham refers to the farmer's receipts and disbursements in terms of square measure, the better to illustrate his argument. A dollar-bill, says Mr. Graham, contains twenty-one and three-quarters square inches of surface. On this basis, we are told, a farmer can now drive in with a load of alfalfa and receive about ten square feet of dollars for

PRIOR to 1900 the reciprocating steam engine was Industry's chief prime-mover. Suddenly came the high speed steam engine, the Turbine and Oil and Diesel Engines. New and imperative demands were placed upon lubrication.

THE NEW MECHANICAL WORLD

The special needs which led to the creation of Gargoyle D.T.E. Oils

WITH the incoming rush of radically different types of industrial machinery which took place in the late '90's, it was apparent that no existing lubricants could adequately meet the new problems which arose.

The steam turbine had just emerged from the laboratory where it had been little more than a mechanical toy.

The use of electric power was suddenly multiplied.

Oil and Diesel engines entered as real factors in the world's power production.

A marked trend toward higher speeds was evident in many classes of machinery.

Due to its unique position as world leader in scientific lubrication, the Vacuum Oil Company was naturally closely in touch with these developments. After considerable study and practical demonstration, it was evident that the need was great for a class of oils having the following characteristics:

1—The ability to separate quickly from water and other impurities.

2—The ability to filter readily.

3—Quick absorption of bearing heat.

4—Freedom from corroding properties.

5—The ability to give continuous service without breaking down, thus requiring a minimum amount of new oil.

6—The ability to lubricate under the high temperature condition of air compressors and oil and Diesel engines.

7—The ability to reduce carbon formation to a minimum.

With these characteristics in mind the Vacuum Oil Company, after careful analysis and experiment, produced Gargoyle D. T. E. Oils. The success of these oils was immediate and outstanding.

Today, the majority of steam turbines are lubricated with Gargoyle D. T. E. Oils. Today, the standing of Gargoyle D. T. E. Oils in their field can be compared only to the supremacy of Gargoyle Cylinder Oil 600 W in the field of steam cylinder lubrication.

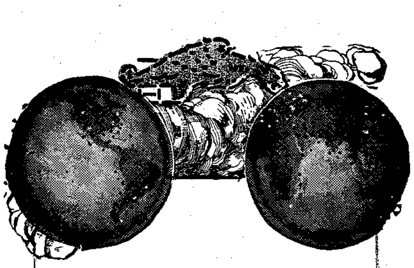
If you have never used Gargoyle D. T. E. Oils you have not experienced the reliability of service and freedom from interruptions which these oils bring. And the use of Gargoyle D. T. E. Oils is a recognized factor among operators in keeping down bills for repairs and renewals.

You will find it worth while to send for a copy of our Book—"Gargoyle D. T. E. Oils." In writing for the Book please address our nearest Branch.

GARGOYLE

Lubricants

A grade for each type of service



GARGOYLE BEARING OILS

THE following oils are prescribed by our Board of Engineers for the correct lubrication of all types of bearings.

Gargoyle D. T. E. Oils

The correct oils for circulation and splash systems; for Turbines, Diesel, Gas and Reciprocating Steam Engines. These oils separate readily from moisture and other impurities which accumulate in these systems. Recommended for *both cylinders* and *bearings* of *Diesel* and *Gas Engines.*

Gargoyle D.T.E. Oil Extra Heavy
Gargoyle D.T.E. Oil Heavy
Gargoyle D.T.E. Oil Heavy Medium
Gargoyle D.T.E. Oil Light

Gargoyle Etna Oils

Heavy bodied oils, manufactured for the lubrication of machinery bearings in general:

Gargoyle Etna Oil Extra Heavy
Gargoyle Etna Oil Heavy
Gargoyle Etna Oil Heavy Medium
Gargoyle Etna Oil Medium
Gargoyle Etna Oil Light

Gargoyle Vacuoline Oils

Medium bodied oils for the lubrication of bearings of light high speed engines, machines and shafting:

Gargoyle Vacuoline Oil Extra A
Gargoyle Vacuoline Oil Extra B
Gargoyle Vacuoline Oil B
Gargoyle Vacuoline Oil C

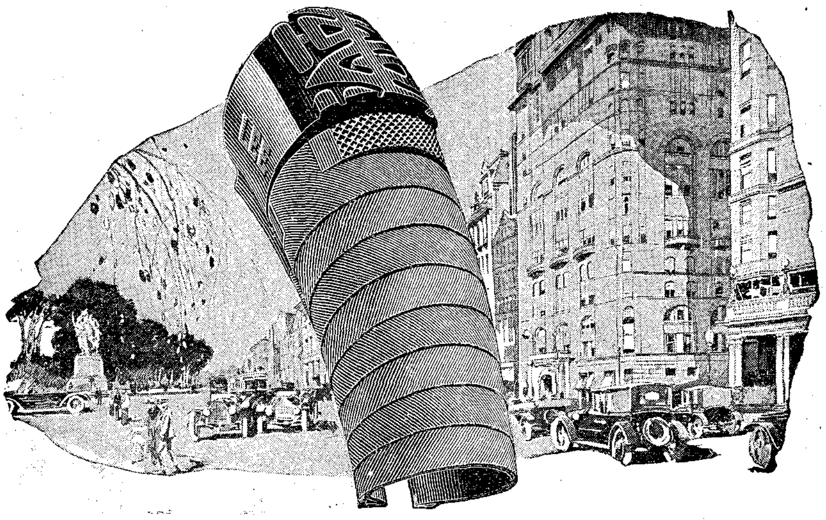
Gargoyle Velocite Oils

Light bodied oils for the lubrication of textile machines:

Gargoyle Velocite Oil Bleached
Gargoyle Velocite Oil A
Gargoyle Velocite Oil B
Gargoyle Velocite Oil C
Gargoyle Velocite Oil D
Gargoyle Velocite Oil E

VACUUM OIL COMPANY *Specialists in the manufacture of high-grade lubricants for every class of machinery. Obtainable everywhere in the world.* **NEW YORK, U.S.A.**

DOMESTIC BRANCHES: New York, Pittsburgh, Minneapolis, Des Moines, Boston, Detroit, Indianapolis, Philadelphia, Chicago, Kansas City, Kan.



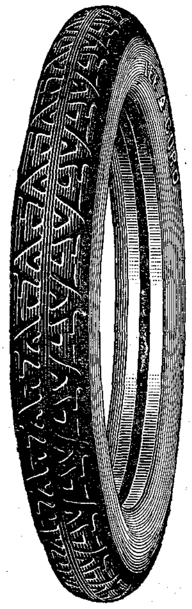
LEE Cord Tire

EVER since the "Cord" became standard *endurance* equipment, Lee has built into this item of its manufacture all the sturdy, mile-giving qualities a cord tire can represent.

Like all other tires of Lee manufacture, the Lee *Cord* is built amply oversize. Its thick, tough, black rubber tread with its effective non-skid pattern makes this great tire the one most frequently specified by motorists who base their purchases upon satisfaction.

And this satisfaction, as in all Lee Tires, is guaranteed. You actually receive every mile of service your money is entitled to purchase.

Any Lee dealer—and there are Lee representatives everywhere—will fit your car with the Lee tires best calculated to give you greatest satisfaction.



LEE tires
smile
at miles

Look for the "Lee" name in your telephone book

LEE TIRE & RUBBER CO.
Executive Offices 245 West 55th Street
NEW YORK CITY
FACTORIES CONSHOHOCKEN PA.

BUSINESS EFFICIENCY
Continued

it. Likewise he can sell a 1,200-pound steer for twenty-three square feet of dollars, and if he is a wheat-raiser and his crop amounts to five thousand bushels, he would, could he obtain cars in which to ship it, receive therefor 3,592.6 square feet of dollars, or enough to carpet a barn more than seventy feet long and fifty feet wide. All this is very fine and serves to strengthen still more some people's idea that the farmer is our greatest profiteer. To quote Mr. Graham:

> It would be all right but for a few little things covered by what the farmer has to buy, what he has to pay for help and the losses he sustains in his constant fight with the bugs, blizzards, and blisters.
>
> Sugar, for instance. It costs the farmer four and one-half square feet of dollar-bills to buy one hundred pounds of sugar, and when he wants a new suit, as he sometimes does, he just has to dig up nine square feet—one square yard—of dollars with which to pay for it, and this is just a plain, ordinary "hand-me-down" which never had more than three and one-half yards of cloth in it. But then these are things which the city man has to buy as well, tho perhaps he does not need as much sugar as does the farmer because he does no fruit canning, and perhaps he does not buy the same kind of clothes.
>
> But—when the city man has bought his clothes and his groceries and paid his rent and taxes he is done with his necessary expenditures. There is really not much else that requires a necessary expenditure in the city if we except his street-car fare, but this does not represent his expenditures by a long shot. The artificial life which the city man leads serves to create artificial wants—not needs—and these must be met. More often than not the city man spends all he gets, but unlike the farmer he does not get his income in a lump sum with which he could carpet a barn or a church.
>
> While it is true that two and two-fifths bushels of wheat would be required, at present prices, to equal the value of a square foot of dollar-bills, and while it is true that this is at the rate of fourteen square feet of dollars for a ton of wheat, it is significantly true that the farmer pays at the rate of one hundred and two square feet of dollars for a ton of flour, besides seven and one-half square feet of dollars for a ton of bran, and 8.9 square feet for a ton of shorts, all of which are made from wheat, two of which are by-products, and all of which the farmer must buy. That one hundred and two square feet of dollars which represents the cost of a ton of flour would make a stair-carpet two feet wide and fifty-one feet long.
>
> The binder which the farmer must have, or quit, will now cost him a sheet of dollars measuring five by nine feet and big enough for a Texas hotel bed. His gang plow costs twenty-one square feet of dollar-bills; his wagon twenty-seven square feet, and his team enough to make a blanket of dollar-bills measuring five by seven and one-half feet of dollar-bills for each horse. All of the other thousand and one implements, supplies, and provisions which the farmer has to buy will cost in like proportion, and he pays his hired man eleven square feet of dollars per month, or one hundred and thirty-two square feet per year, while his

rvest hands get a little more than a uare foot of dollars per day for what ›uld be classed as common labor by the ;y man.

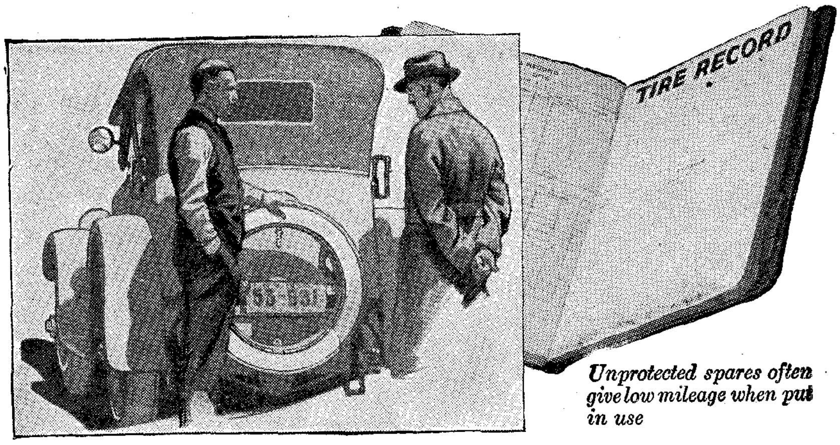
All this wears out the big barn carpet etty fast, and right here let it be said that ıen the farmer has such a carpet from the ıeat crop he has very little else, and this ıly once a year. But with this big carpet mind if he should get the notion to buy an ıtomobile to help in the saving of time— ıd there is no business on earth where the ving of time is more important at certain asons of the year—he would face the ex›nditure of a whole stack cover of dollarlls, measuring eleven by twenty-two feet r just a plain, every-day car of only edium price.

No, the farmer is not profiteering. In›ed, it is doubtful if he is making as much al money as he did before the war, when :ices were so low that they now seem ridiılous. I say this is doubtful, but nobody ıows. The farmer does not keep books, rike balances, and make inventories like ıe city man of business. He does not alays know at the end of the year whether e actually made money or not. He does now whether his bank balance is greater r less than it was a year before. He does ot know whether he has as much property, 'hich could be listed as inventory, as he ad last year, as he has not engaged in cost ccounting.

The farmer has not taken into account, s a charge against his crops, anything in he way of wages for himself and family. Ie has made no charge for interest on his ıvestment, which is, in the aggregate, the ırgest of any business in this country. Ie has made no charge for his expert skill ,nd superintendence over the many and 'aried activities of the farm. He has made ıo charge for deterioration of his land in oil fertility, his machinery in wear, his vork teams in advancing age, or his buildngs in weathering, and he has made no :harge to cover "crop risk" by which the 'eturns of good seasons must make good :he losses of the lean years.

Tho the thought of a barn carpet of dol.ar bills resulting from wheat is a delightful ›ne and should be an inspiration to any young man trying to decide on a career for himself, Mr. Graham shows that wheat grown under present conditions represents an actual loss rather than a gain, abundant tho it may be to the extent of covering even a greater area than a barn floor with dollar bills. This, he says, was proved by the Kansas State Board of Agriculture when they made an investigation as to the costs involved in the production of the great crop of 1919 in the Sunflower State. We read:

Responsive to the slogan that "Wheat will win the war," the farmers of Kansas, many of whose sons and hired men were in France and whose wives and daughters were in the Red Cross, drove out their percherons and tractors and sowed more acres to wheat than was ever planted on any like area in the history of the world. A total of 11,640,873 acres was sown to wheat in this one State for the harvest of 1919—more than one-half of the total crop area of the State and more than the total crop area planted to all kinds of crops in any one of thirty-nine of the forty-eight States of the Union. Only nine of the States of this Union had in all kinds of crops put together more acres than Kansas had in wheat alone.



Unprotected spares often give low mileage when put in use

Why your tire record shows that "spares" so often go bad

How motorists everywhere are protecting their spares from sunlight, heat and moisture

THE average motorist never stops to think that his spare tires, as well as the tires on his wheels, are wearing out. Yet when put in actual use, spare tires often wear down or blow out hundreds of miles before their time.

Spare tires are usually exposed to the action of sunlight, heat and moisture. Exposure injures their rubber and reduces their mileage as surely as if they were subject to the wear and tear of the road.

How exposure injures rubber

The bad effect of sunlight, heat and moisture is as damaging to other rubber articles as it is to tires. A garden-hose maker advises, "Don't let this rubber hose lie in the sun when not in use." A raincoat maker warns, "Never hang your coat near a stove, nor throw it over a radiator to dry."

Conservative estimates show that an unprotected tire, good for 6000 miles when new, loses on the average 2000 miles of life if carried for 12 months as a spare.

Everywhere, on city streets or country roads, you see spare tires being carried around without protection from the weather. In America alone 5,000,000 tires are deteriorating according to the estimate of responsible authorities. Figure out what this immense waste costs the motorist in dollars and cents.

Protect your tires from mileage waste

There is only one way to prevent this wastage.

Tire manufacturers protect their tires with heavy wrappings before they leave the factory. The motorist must continue to protect his tires at all times from the damaging effects of light, heat and air.

A new discovery saves spare tire mileage

Nitrex has been developed by the chemists of the Sterling Varnish Co., as a protective coating for spare tires. It is put on with a brush and dries instantly. Its hard, smooth, jet-black surface repels water, sunlight and oil, and affords perfect protection for the tire. It can be washed repeatedly without injury.

When the tire is finally put in use the Nitrex chips off with the bending of the shoe. Live and resilient, the rubber underneath resists wear with all the toughness the tire maker put into it.

Will add to the smart appearance of your car

Users have found that the glistening black of Nitrexed tires harmonizes well with the color scheme of any car.

Unlike tire cases, Nitrex never wrinkles, never tears, never looks weather-beaten. Neither does it allow rain and wash water to seep in and damage the rubber. Nitrex, being a liquid, needs no tugging and pulling to get on or off.

Absolutely will not hurt the rubber

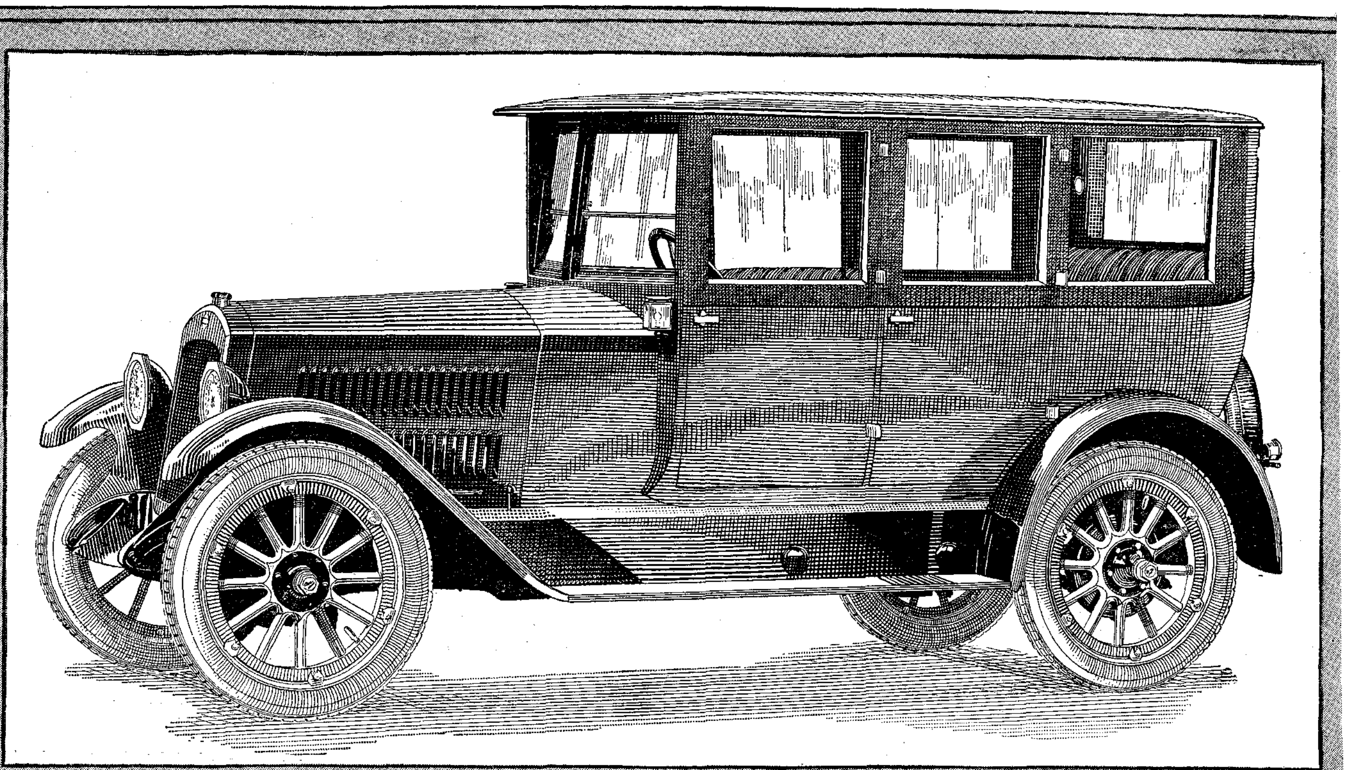
The materials used in the manufacture of Nitrex have been found absolutely non-injurious to their tires by the United States Rubber Co., the Fisk Rubber Co. and the Goodyear Rubber Co. Nitrex is endorsed by hundreds of car owners, chauffeurs and dealers all over the country. Get a can today and Nitrex all your spare tires, those that have been used as well as new ones. Your dealer can supply you.

Sales Department
EDWARD A. CASSIDY CO., INC.
23 West 43rd St., New York
The Sterling Varnish Co.

NITREX
Patent pending. Reg. U. S. Pat. Off.

The protective coating for spare tires

NITREX
FOR AUTOMOBILE SPARE TIRES
A Sterling Product



Mitchell

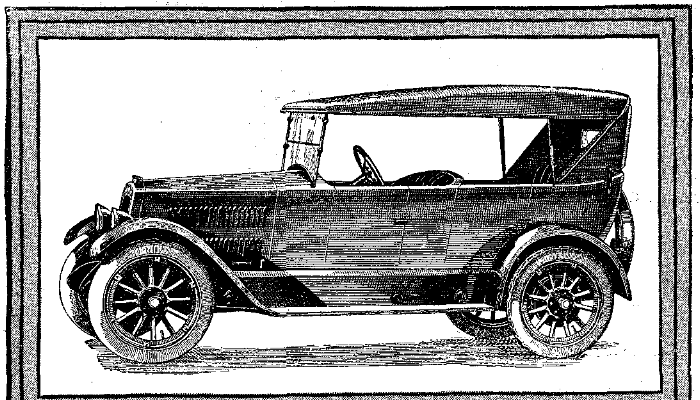
More of Real Comfort

in these spacious Mitchell Models

THE front seats of all Mitchell models are extra wide. Leg room is greater. Cushions are deeper and insure the maximum of riding comfort.

Owners find it possible to carry an extra passenger with comfort to all and thereby gain added convenience.

Thus is typified the generous proportioning of Mitchell construction. Whether it is the body or the chassis, we go to an extreme in liberal design an execution.



Mitchell bodies are made in our own plant—no bought outside. Thus we are able to include in ther added advantages which otherwise would be absent i we had to pay profits to outside builders.

Each model brings a new limit of spaciousness Never was such roominess possible on a 120-inc wheelbase.

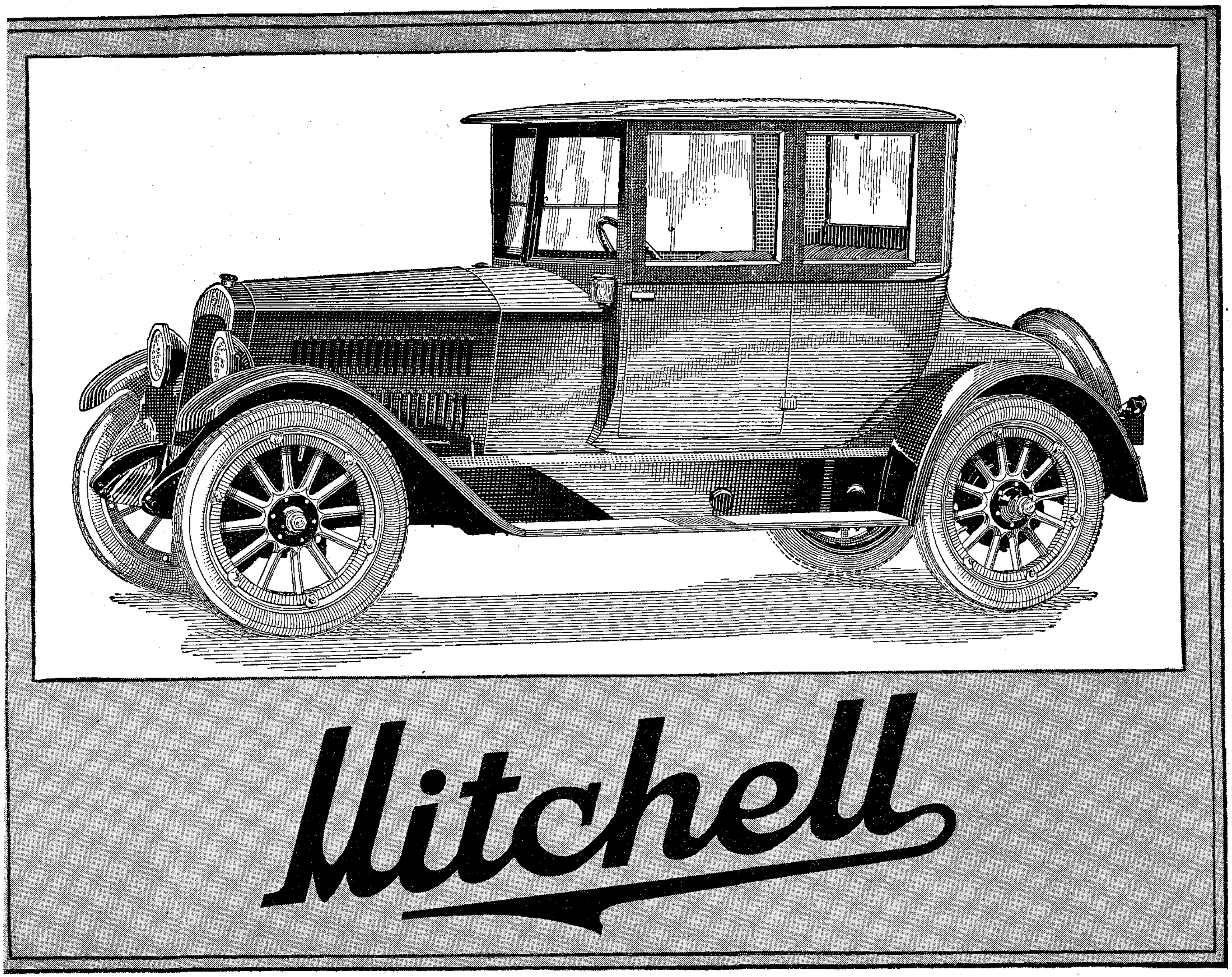
Due to clever design

Viewing these Mitchells from the outside, one remarks on their compact, sleek appearance. Only by seating the full passenger capacity can one appreciate how much roomier these cars are.

Generous proportioning is evident throughout the car. The frame is extra strong because it is reinforced. Timken thrust bearings are on *all* fou wheels, not merely on two. Costlier drop forgings are used instead of stamped steel or castings.

Every detail of Mitchell construction specifications is keyed up to the superlative.

An inspection will prove many of these statements. The hidden values can easily be proven.



Four New-Day Models

bringing the utmost for your money

YOU cannot know Mitchell goodness until you examine these cars yourself. To pique your curiosity is not final. Satisfy it.

You must become acquainted with the model that appeals to you—whether Touring, Roadster, Sedan or Coupe—and find out all that it gives that you cannot obtain elsewhere.

These are the finest Mitchells ever built—the result of years of experience, the product of one of the most efficient factories in the industry, a car built complete by an institution of the first rank.

To remain unacquainted with these Mitchells is to miss knowing the limit of the purchasing power of your dollar.

Ask for a demonstration

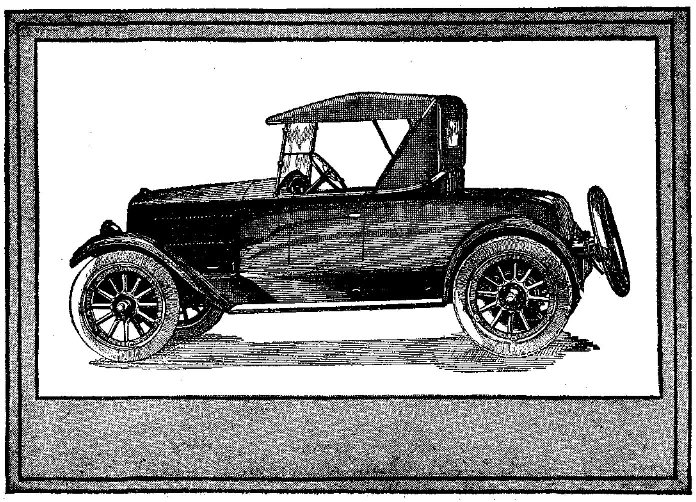
Before you decide upon what car to buy, go with a "show me" attitude to a Mitchell Dealer. Tell him you want proof of Mitchell superiorities. Make a careful examination of the body and the chassis.

Then say you want to ride in a Mitchell, or to drive it. Travel over pavements and rough roads. Try some railway crossings, where bumpiness is notorious.

Give the Mitchell the severest tests you wish—then measure it up with other cars of the same price and more.

Prices: Five-passenger Touring Car, $1750; three-passenger Roadster, $1750; five-passenger Sedan, $2900; four-passenger Coupe, $2800; f. o. b. Racine, Wisconsin, not including War Tax.

MITCHELL MOTORS COMPANY, Inc., Racine, Wisconsin



COFFEE

"Anybody can make Good Coffee IF—"

a few simple rules are observed:

ONE—Keep your COFFEE fresh—preserve the aroma to the last. Fruit-jars are ideal for this purpose.

TWO—Measure proportions carefully, both COFFEE and water.

THREE—When serving hot COFFEE, serve it *hot.* Never recook.

FOUR—Use water only at full boiling-point in making "drip" COFFEE.

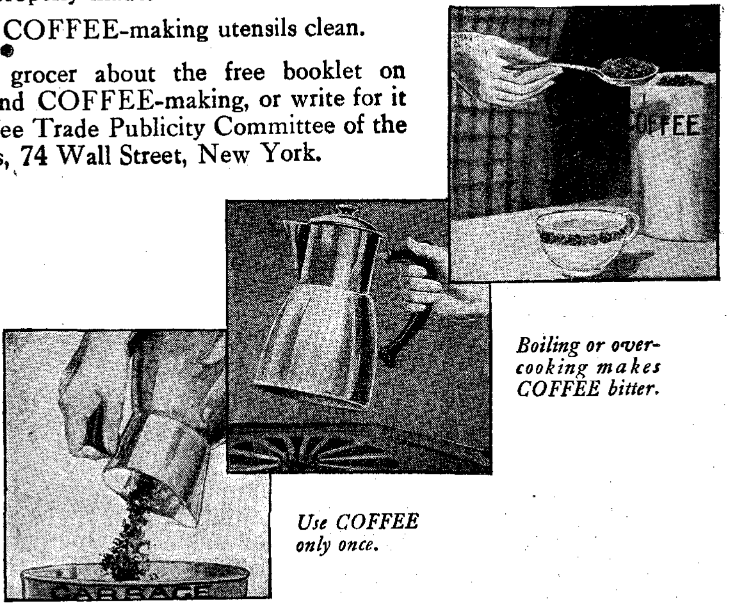
FIVE—Strain or settle carefully. All COFFEE is clear if properly made.

SIX—Keep COFFEE-making utensils clean.

Ask your grocer about the free booklet on COFFEE and COFFEE-making, or write for it to Joint Coffee Trade Publicity Committee of the United States, 74 Wall Street, New York.

Sao Paulo, Brazil, has become the acknowledged coffee-garden of the world. This one state alone grows three-fourths of all the coffee used in the world.

Measure proportions carefully.



Boiling or over-cooking makes COFFEE bitter.

Use COFFEE only once.

Copyright 1920 by the Joint Coffee Trade Publicity Committee of the United States

COFFEE—*the universal drink*

BUSINESS EFFICIENCY

Continued

Few people realize the magnitude of an acreage devoted to a single crop w the confines of a single State. The Kansas wheat-field was larger than the area of many States and countries eac independent sovereignty. It was la than the combined area of Belgium Wales; larger than Holland, Montene Brunswick, and Hamburg would have had they been united into a single St larger than the whole of Denmark or S zerland, and if it had been spread ove map of that which was the German Em it would have covered the entire area o kingdoms and grand duchies of Sax Wurttemburg, Mecklenburg-Schwerin, Oldenburg, and still leave sixteen thous acres of wheat.

This vast field of wheat furnished opportunity; the Kansas Board of Agri ture supplied the means, and we now k for the first time what it costs to pro wheat over so large a territory as that c prised within a State, and this knowl was obtained, by the application of mo scientific methods.

One of the most valuable characteri of modern, scientific statistics lies in fact that they give us a sufficiently a rate picture of a group of objects wit going through the laborious and expen process of a complete enumeration of the items in that group. Thus, it is b means necessary in ascertaining the ave cost of producing an acre or a bushe wheat to obtain complete data in rega each acre or every bushel. If a consi able number of typical instances can obtained and properly arranged, the ference from the true average value per or per bushel of all the acres or bushel the State will be so small as to be fo practical purposes of no importance.

There are two methods of applying theory in the gathering and use of agri tural statistics. The first is called a sur and attempts a minute analysis by exp of a single farm, or small group of far which are considered typical. Upon method have been based the efforts m by governmental and other agencies to cure information upon the cost of prod tion and other necessary facts regard farm crops and management. Gener speaking, the results obtained under method have been sufficiently accurate give a fair idea of the approximate cost, they have been so accepted, but this met lacks, and the lack is a serious one, in t it can not show results which are typica an area so large as a State or of a region the wheat belt, where information conce ing the crop under investigation is soug

The second method is by means of questionnaire, through which every cou of the State is covered and the assemb replies correlated so that an accurate ture of the customs of farming, methods production, and costs of that State is sho By this method accuracy is secured by c ering enough farms in all parts of the St to insure an average which shall be typi of the whole. Through it a wider field m be covered than is possible by the surv and there is a great saving of time. Inf mation collected by this means has merit of being uncolored farm facts recei at first hand.

It is often true that the cost of prod tion for an acre of wheat on one farm greatly exceed that upon an adjoining fa and every item in the cost account of e farm be accurate and within the limits of economic farm practise. It is also true that there will be a marked variation in the cost of wheat raised on the large acreage of the farmer who specializes in this crop and has the necessary equipment with which to handle it, when compared with that produced on a farm where wheat is only an element in a regular rotation of crops or where it is only incidental to a necessary change of crops.

These replies were coordinated and the averages made in the office of the Secretary of the Board of Agriculture. The results conclusively show that the farmers of Kansas produced the enormous total of 11,640,873 acres of wheat at an actual loss of forty-three cents per acre, figured on the basis of the average price which the farmers actually received for such wheat as they were able to market between threshing and the 1st of December, and this price was $1.98 per bushel.

By reason of the Government's fixing the price of wheat, the farmers had their incomes reduced to the tune of seventy cents a bushel, says Mr. Graham. This was bad enough, but for patriotic reasons they refrained from kicking. But presently another jolt was administered in the shape of a shortage of cars. This was a solar-plexus blow, we read, and the article continues:

From being serious the situation became tragic. Their great money crop was tied up and their income for the year was shut off. The bankers and merchants wanted and needed the money due them. The farmers needed it to go ahead with. And in spite of the strenuous efforts of the State Board of Agriculture, the State Agricultural Council, the Governor, the Senators and Congressmen, the bankers, the Grange, the Farmers' Union, and other organizations and individuals interested in the problem, that car shortage exists to-day, twelve months after the harvest which produced the wheat and with another large harvest in progress.

According to the reports of the Kansas Board of Agriculture, than which there are none more accurate, this State has averaged approximately eighty-six million bushels of wheat for the last twenty years, and the present harvest indicates a yield of one hundred and forty-seven million bushels. This present crop, added to the old wheat on hand, will make one hundred and seventy-two million bushels to be marketed and not a car in sight. There is no present indication as to when the situation will change, but the farmer must go on with his harvest and trust to luck, as his storage facilities are very inadequate. The barn floor carpet of dollar bills has long since disappeared and next year's carpet is badly tattered before it is made.

As these lines are written, the daily press are responsible for the statement that 14,500 cars have been ordered to Kansas and Oklahoma for immediate use. This number of cars would afford a means of transportation for 19,575,000 of the 25,000,000, bushels remaining from last year in Kansas alone, and would afford no relief for the present harvest or for anything from Oklahoma at all. This situation reached such a stage that Secretary J. C. Mohler, of the Board of Agriculture, called a great meeting of farmers, bankers, railroad men, millers, elevator men, and Government and State officials who appointed a committee to go to Washington and lay the matter before the proper authorities and see if some relief can not be had.

DUPLEX
ALCAZAR
GAS & COAL
PATENTED FEB. 9. 1915
218 A

Better Cooking With the Duplex Alcazar

YOU can make your cooking better, quicker and much more efficient if you use the DUPLEX ALCAZAR, the stove with the perfect heat control. No need of more coal when an exceptionally hot oven is wanted—just turn on the gas.

In the summer, with the DUPLEX ALCAZAR, you can burn gas and keep the kitchen cool. In the winter, cook with coal or wood and keep warm. This three-fuel stove makes your kitchen a miracle of comfort the whole year 'round.

The DUPLEX ALCAZAR is made in enough types and styles to satisfy everyone's tastes and requirements. And it occupies no more space than the kind you now have.

There are lots of imitations on the market now but the DUPLEX ALCAZAR was the first on the market and still holds its quality lead. Sold by the best dealers everywhere.

For sections where gas is not to be had, there is a DUPLEX ALCAZAR now for oil and coal or wood. Write for our literature.

ALCAZAR RANGE & HEATER CO.
407 Cleveland Ave., Milwaukee, Wis.

THE DUPLEX ALCAZAR

BUY DIAMONDS DIRECT

FROM JASON WEILER & SONS,

of Boston, Mass., one of America's leading diamond importers

For over 44 years the house of **Jason Weiler & Sons, of Boston,** has been one of the leading diamond importing concerns in America selling to jewelers. However, a large business is done **direct by mail** with customers at **importing prices! Here are several diamond offers—direct to you by mail**—which clearly demonstrate our position to name prices on diamonds that should surely interest any present or prospective diamond purchaser:

1 carat, $145.00

This one carat diamond is of fine brilliancy and perfectly cut. Mounted in Tiffany style, 14k. solid gold setting. Money refunded unless entirely satisfied. Our price direct to you **$145**

A few weights and prices of other diamond rings

¼ carat . .	$ 31.00
⅜ carat . .	50.00
½ carat . .	73.00
1½ carats .	217.00
2 carats . .	620.00
3 carats . .	930.00

Our free catalog illustrates all the latest style diamond rings, bar pins, diamond mounted platinum watches, etc.

LADIES' All Platinum Diamond Ring

$395.00

Six blue-white perfectly cut diamonds set on sides of the ring. Large center stone is fine blue-white color. Ring is exquisitely hand-carved and pierced.

MEN'S Green Gold Diamond Ring

$395.00

Fine blue-white perfectly cut diamond, embedded in solid platinum. Ring is handsomely hand-carved in Grecian design.

LADIES' All Platinum Diamond Ring

$530.00

Sixteen perfectly cut, blue-white diamonds, set on the sides—large center stone is of fine blue-white color. The ring is solid platinum, exquisitely hand-carved and pierced.

Men's Solid Gold Diamond Ring

$350.00

Perfectly cut blue-white diamond embedded in solid platinum square top. Ring is 14k solid gold—in the new green finish if desired. A very effective combination.

WE REFER YOU TO ANY BANK IN BOSTON

If desired, rings will be sent to your bank or any Express Co. with privilege of examination. Our diamond guarantee for full value for all time goes with every purchase.

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A splendid guide for the Xmas gift buyer

Jason Weiler & Sons
347 Washington Street, Boston, Mass.
Diamond Importers since 1876
Foreign Agencies: London, Amsterdam and Paris

BUSINESS EFFICIENCY
Continued

> But the railroads would have a perfect alibi. They tell us that, whereas the early months of the year are usually the lean months in traffic, this year they have been heaviest; that their cars are concentrated in the eastern and southern terminals, and that they have had no opportunity to repair such grain cars as they could get, much less store a supply of cars for the movement of the crops. They blame it all on the strike situation, and herein lies the den of one member of that foul brood which generates the miasma of unrest and the consequent high cost of living.
>
> Is it not a tragedy? An unprecedented acreage of wheat produced under the most trying circumstances and at an actual loss of forty-three cents per acre; the government price which further reduced the price to seventy cents per bushel below the market, and then the shortage of cars which prevented the marketing of wheat at any price, and now a great harvest in progress with no cars or means of storage in sight. Not much profiteering here.

In conclusion, Mr. Graham suggests a remedy for the farmers' troubles. It is organization. The farmers are organizing for self-protection as never before, he says. Further:

> They are going to succeed, but not as I. W. W., or through any revolutionary fraternities of that ilk. They have tried organized effort in a desultory sort of way, in past years, but they did not go far enough. The Grange, the Farmers' Union, and other farm organizations have cooperated in the selling of farm products, and to their mutual good, but it yet remains true that the farmer is the only business man who must take what is offered for what he has to sell. He is the only one who can not fix the selling price of his products. His efforts in this direction have been more or less abortive because such efforts were not universal, or even general, among the farmers and because these efforts were confined to the selling end only.
>
> It has been difficult in past years for the farmers to secure united action among themselves because, from the very nature of their business, each farmer is a competitor of every other farmer. The comparatively few successes in cooperative selling have not been conspicuous enough to leaven the whole mass with this beneficent idea and remove the antagonisms inherent in their competition with one another.
>
> In a hazy sort of way the farmers have realized that they constitute the largest body of men engaged in any one industry and that by united action they could wield an irresistible power, but this idea has never taken concrete form until now, when it is beginning to do so. They are beginning to realize that mutual good is individual good and that collectively they have at hand a more efficient ally than any which they have heretofore invoked. That ally is cooperative buying.
>
> Suppose the thirty million farmers of this country were to unite in cooperative buying as well as selling. Would they not control the market? Would they not create the market? They would, and they are beginning to know this, but they have no ambition to control markets, except in so far as that would bring them the rights and the justice and the square deal to which they have a right.
>
> The Western farmer is not asking favors of anybody. He is demanding a square deal which he is not getting—yet. The farmer does not strike and he would not willingly reduce his production or abandon his farm, yet he would be less the true American he is if he did not seek to protect his business and defend his home against the enemies found in commercial greed and official indifference which now so seriously threaten.
>
> And don't forget. Don't for a minute forget that any menace which threatens the business of the farmer is vastly more serious to you and to me than it is to the farmer himself.

GATHERING NEW IDEAS TO MAKE BUSINESS GO

HARDLY anybody will deny nowadays that the most precious tool in business is the idea. Most heads of large organizations, in hiring men for responsible positions, look first for the initiative and imagination which go to make up the idea-getting man. This type of man is admittedly hard to find. But ideas are necessary, and the merchant must go about acquiring them in some way, if he can't evolve them out of his inner consciousness. Even if he lacks the idea-creating faculty, says Palmer S. Wells in the Cleveland *News-Leader*, that is no reason that he should slip back content to give up progressive planning for his store. For ideas may be acquired as well as made, as Mr. Wells points out:

> One man of my acquaintance (and if I named him ninety retailers out of a hundred would recognize the man and his position in the merchandising world) frankly confesses that he does not get a new idea of his own more than once a year—an idea, that is, which he can put to work for him in his business. Yet people in his organization will tell you in awed tones that there never was such a man for thinking out methods for improving his business.
>
> This man freely admits to his intimate friends that he borrows ideas right and left; he keeps on the lookout for them twenty-four hours a day, 365 days a year. And he finds them where other retailers might slip over them, simply because they are not obvious.
>
> At luncheon the other day were half a dozen retailers who have made more than an ordinary success of their concerns. Some of them were heads of big firms; others were executives and managers in big concerns; still others were successful smaller merchants. The gathering was informal—it was during the noon recess of a convention. And naturally the talk was of stores and of merchandising.
>
> The conversation turned to remarkable ideas in store management which had been developed in recent years. Soon some one asked pointblank: "Where do you men get your ideas, anyway?" That question started the discussion going at full speed, and the retailers present discust freely and as man to man just what plans they found most effective for bringing in the ideas which place them above their competitors.
>
> "Business reading," declared a retailer whose store is well above the million-dollar mark in sales, "gives me, more than any other single source, my new methods. I suppose that I read twice as many trade and

GOOD taste in dress implies a well-clad ankle. True pride demands it. Let your hosiery be Holeproof and you'll never fear the verdict of the critical glance. Holeproof is the hose of exquisite texture, beautiful lustre and phenomenal wear. Look for the trade-mark when buying.

For Men, Women and Children in Pure Silk, Silk Faced and Lusterized Lisle.
If your dealer cannot supply you, write for illustrated booklet and price list.

HOLEPROOF HOSIERY COMPANY, MILWAUKEE, WISCONSIN
HOLEPROOF HOSIERY COMPANY OF CANADA, Limited, LONDON, ONT.

Holeproof Hosiery

© H. H. Co.

"It's Simply Wonderful for this Fine Rug"

THERE'S a soul-satisfying joy in owning a rare oriental rug that few household possessions can give. But the rift in the lute is the responsibility for its care.

Unlike any other art treasure, its beauty cannot be shielded, but must be exposed to the soil of dirt-laden feet and the wear of grinding grit.

Every woman will be gratified to learn that there is a safe and easy way to keep her prized rugs clean and retain the rich beauty of their soft coloring without injury to the delicate fabric. That way is offered by the Royal Electric Cleaner.

It is not surprising that it is not always possible to buy a Royal at any time or place. In the first place, the appreciation of its superior merit has built up a demand that is always greater than we can meet.

Then again, the Royal dealer is one specially selected from the many for his ability to represent us intelligently and his capacity for satisfactory service.

BY INVITATION MEMBER OF
NEW YORK, U.S.A.
This emblem of membership in the Rice Leaders of the World Association is your assurance of satisfactory quality and dependable service.

The P. A. Geier Company
5100 St. Clair Avenue, Cleveland, Ohio

ROYAL
QUALITY SERVICE
ELECTRIC CLEANER
Cleans By Air Alone!

BUSINESS EFFICIENCY
Continued

business magazines as does the average man who has the responsibilities of a store like mine. I make a definite practise of reading at least one hour a day; and often when my hour is up I am so interested that I keep right on. I always have a pad of paper and a pencil handy so that I can jot down the information before it gets away. I put the notes into a drawer in my desk. Regularly I go through that drawer and read over the notes. Usually I find that two-thirds, or three-quarters, of them are not much good for my purposes. These I throw into the waste-basket. If I don't see a definite use for the others right away I put them back into the drawer.

"Many of them, tho, I find of possible value to some other man in my organization. If so, I dictate a memorandum to that man about it, or else talk it over with him at the first opportunity. Occasionally I find in my reading a plan, or an idea for a plan, which I can use almost as it stands. Several of the merchandising ideas which pay me best came in that way."

I am not going to attempt to repeat all the conversation that took place around the table. Instead, I am going to tell some of the incidents that were described, and some that the men later developed in private conversation. For I, too, find constant use for ideas. And I was keenly enough interested to follow up some of the more valuable hints that were dropt.

Along the lines of ideas gleaned from magazines a retailer in a small town read in one publication about a mailing-list plan which was paying good profits to another merchant across two States. He wrote a letter to that merchant at once, inquiring about the plan. And the upshot of it was that he took a trip to see the plan in use. He came back home with the idea, used it in his store exactly as the originator uses it, and is getting identical results.

Another merchant read in a trade paper about how one large city store placed all broken-line goods—in such departments as hosiery and gloves—in boxes of especially bright color. This retailer's clerks had instructions to make extra efforts to dispose of these broken lines, and because the boxes stood out so prominently on the shelves the clerks could not overlook them. What was the result? The shelf-warmers warmed the shelves no more, and soon the merchant found that a large proportion of his bright boxes were stored in the stock-room because there were not enough left-overs to keep them filled.

The retailer who read this wasted no time. He placed an order that day for some orange-covered boxes in the standard sizes he used. Less than two weeks after the boxes arrived he found his dead stock moving off the shelves faster than it had ever moved before.

Another man who has made a great success in a small town, building a business which might well be an ornament to a good-sized city, explained that he never worries because an idea has been used a good deal before, or even worn threadbare in another locality. He cheerfully adopts it, all the more confident of its value because the idea has proved itself thoroughly for the other fellows, and begins to cash in on the results. He uses literally dozens of plans which were well known in the bigger trade centers five or ten years ago. He gives them advertising ace as tho they were the newest of the w—and so they are, in his town. He ds them exactly as profitable as if they d never been tried out; more so, per-ps, for if Mrs. Jones tells Mrs. Smith at she saw that very thing in Marshall eld's or Wanamaker's several years ago, rs. Smith is all the keener to see it.

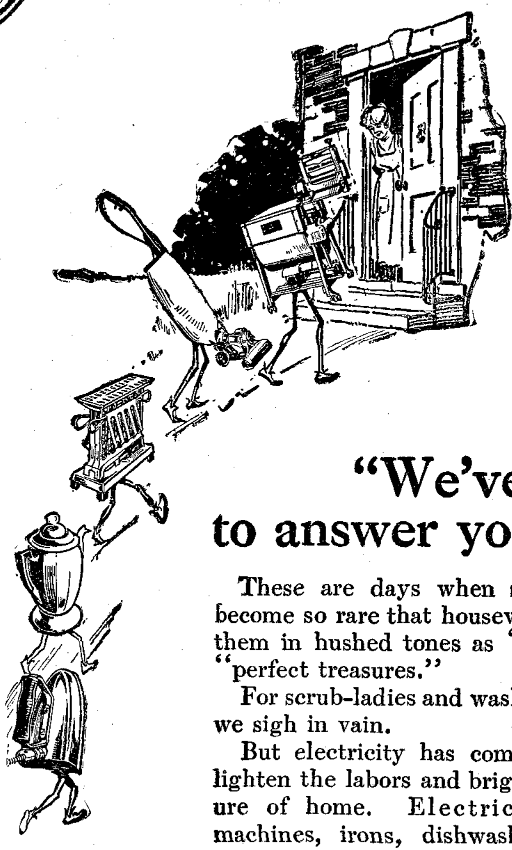
I mentioned one retailer who took a trip ross two States to see a plan at work in other store. Trips came in for their are of discussion at the luncheon where this started. One merchant said that s experience with trips in search of ideas d never been very satisfactory. But he s overruled by the others. The small-wn merchant who uses old ideas profi-bly declared that he always gets more an the cost of the time and the trip a zen times over. He maintained that it not necessary to confine visits to other en in exactly his line of business. Two the best ideas he has obtained recently, ither of them bearing directly on the lling end of his store, came respectively om a great mail-order house and from a anufacturer of office equipment at whose ant he called. He went to the mail-der house because he admits that the ail-order house must know more than he es about many things; otherwise it ould not be able to sell so much in his rritory, in the face of its natural dis-lvantages. He went through the plant ong with the rest of the country visitors, d incidentally saw a "non-selling" help hich he at once adopted.

The office equipment-manufacturer had ld him some equipment a year or two pre-ous. So he thought that while he was in e city he would look over the place and ad out anything he could about better ays of using it. The advertising manager the concern welcomed him, for ad-ertising men always are keen to get the ser's point of view. In the course of their lk the advertising man suggested the ossibility of his putting to work in his ore an idea that came from a bank. he idea did even more than he had dared ope.

Another small-town merchant visited erhaps the largest mail-order house in the orld. He went through three times with he "country tourists." That trip sup-lied him with more information to use in ghting mail-order competition, he de-lares, than he ever had before. He still uotes in his advertising from the booklets e gathered there. Further:

One merchant mentioned a friend of his ho is buyer for one department of a big holesale dry-goods firm. This man goes o New York on buying trips at least wice a year. But at least two other times e goes to New York for a week just to browse around the trade," as he puts it. Ie does little except visit his acquaintances n the trade and take in all the information hat he can get, and he says that those rips make his house more money than do he buying trips. Not only does he get ew ideas; he also gets better acquainted vith his suppliers than do the other uyers in his field, and when there's a hoice bargain to be picked up, our friend s likely to have the first chance at it.

Two merchants—one in a city of 200,000, he other in a small town at the end of a ailroad branch—agreed that the easiest vay to get ideas is to let other people come o see their stores. Both of them have nade big reputations for themselves in heir respective lines. Merchants fre-



"We've come to answer your ad"

These are days when servants have become so rare that housewives speak of them in hushed tones as "jewels" and "perfect treasures."

For scrub-ladies and wash-ladies, alas! we sigh in vain.

But electricity has come in time to lighten the labors and brighten the leisure of home. Electrical washing machines, irons, dishwashers, vacuum cleaners, sewing machines—all ready to put in a twenty-four hour day. Whether our house is old or new, we can have it wired for these modern conveniences.

But it's a natural question to ask, "How can the electrician get all those wires through the walls without putting us out of house and home while he's doing it?"

Just watch him dexterously pass a wire down behind the wall and "fish" it out on the floor below. Or see with what ease he wires a fixture by taking up a board in the flooring above and reaching down.

Mindful of the householder's care for his furnishings, the electrical contractor works in neat and orderly fashion, protecting woodwork, furniture and plaster as he goes, without interruption to the use of the rooms.

So while he is at it, let the contractor work out his plans for ample circuits. Indeed, the more fixtures and sockets and baseboard outlets, the more opportunities does he give electricity to prove itself the all-around aid we have been longing for.

In plan and installation the contractor's experience is a sure guide to that "Well, we're glad we had the electricity put in" feeling.

Published in the interest of Electrical Development by an Institution that will be helped by whatever helps the Industry.

Western Electric Company

No. 14. *Don't think only of Western Electric as a name on your vacuum cleaner or iron, but also as an organization which serves in street lighting, in safe and rapid travel, in communication by wire or wireless—and in every other field of electrical achievement.*

Helps make your teeth last a lifetime

Teeth don't decay of themselves. A "decayed" tooth has been eaten into by chemical agents in tiny particles of decaying food. Eliminate these dangerous particles—from infancy on—by using half a teaspoonful of MILTON in a tumbler of water as a mouthwash. It will help preserve the teeth and keep the gums sound and healthy.

MILTON
MILTON
DIRECTIONS

2 SIZES 50c and $1.00

EACH MAKES GALLONS

Does 101 Things and really does them

MILTON is a combined germicide, antiseptic, sterilizer, deodorizer, stain-remover and bleach—differing from anything ever before known.

MILTON *is just* "MILTON"

Use MILTON in a gargle and nasal spray for protection against germs acquired *from others*. Bathe cuts and abrasions with it to cleanse them from microbes and help them heal promptly. Apply it to burns and other skin irritations to draw out the inflammation and soreness. Sterilize baby's feeding bottles with it; put a little in baby's bath. Use it for bleaching and removing stains from white linen and cotton.

SAFE TO HAVE ABOUT

MILTON is non-poisonous; non-corrosive, non-inflammable, yet does its great variety of work swiftly and efficiently. Get the booklet with each bottle. Write us if your Druggist or Grocer does not yet sell MILTON.

ALEX D SHAW & CO
NEW YORK
General Sales Agents for the United States

BUSINESS EFFICIENCY
Continued

quently come to see how they do it, and the two men agree that in an interchange of ideas of this sort they usually get about as much out of it as do their visitors.

A retailer in a small Ohio city makes it a point to talk personally with just as many customers as he can. He often subordinates other jobs to that. The customer, he feels, knows more about what he would like in the store than does any one else. And, after all, it is the customer who must be pleased.

Clearly defined plans for exchanging ideas are also of the greatest value—conventions and the smaller associations such as a number which have grown up throughout the country within the last few years. In these associations, a number of merchants in similar lines gather at regular intervals to exchange plans and the figures of their business.

A small merchant in a good-sized town—a woman, by the way—makes no secret of the fact that she has no great talent for planning. She grew up in the retail business as a saleswoman and later as a buyer; but she never had to do much of the broader planning until she went into business for herself a few years ago. She promptly retained a metropolitan advertising agency to help her with her merchandising problems. She pays a liberal fee—she first made sure that the agency knew a lot about retailing—and in return for this she gets her advertising copy written and her problems solved.

CLERKS AND THEIR QUIRKS

JUST as it takes all kinds of people to make a world, so, it seems, all kinds of clerks are needed to make a store. A "sissy" appeals to some customers, while others like a person who can "kid" them along and make them forget their woes. From an account of "A Store Manager," appearing in *Sales Management* (Chicago), and discussing various clerks that he has employed, it appears that the best type of clerk is the quiet, modest sort who has no particularly distinguishing traits about him beyond a conscientious desire to sell goods in a way that neither exhilarates nor irritates the customer, but leaves him satisfied not only with the treatment he receives at the hands of the clerk but also with the purchases he makes. Such a clerk was "Robert," of whom the Store Manager tells us:

Robert came with us when he was only a little over nineteen. From the very first he made a success of it. Everybody liked him, not only because of his personality, which was pleasing, but because he knew his business. Robert Wade understood the stock in the entire store, as well as his own department. He could answer any question about any line of merchandise.

During his spare minutes, Robert would nose around the floor, asking questions and studying goods. Other clerks joked about him and winked and whispered that he was as inquisitive as a cat in a new garret, but this never phased the boy. He kept right on acquiring knowledge.

In the summer of 1914 Robert was given charge of three departments, and the year following he was made buyer for his c spending a great deal of time in New Y and Chicago. He came back not spc a bit, but insisted upon acting as "p salesman."

And behind the counter he went ag uncomplainingly selling goods exactly he had done at the age of nineteen. C tomers had a way of always asking "Mr. Wade," and they would wait unti could serve them, rather than take sc other clerk.

It was said of Robert that he ne forced a sale, yet he sold more goods t any five other men on the floor, and did it with beautiful ease. It just seer to come natural.

When asked what system he played, was exceedingly modest about it, claim that there was no secret scheme or ic "All you had to do was treat people nic never overtalk a product, sell only wl the customer was sure to be satisf after the product or article was in use, a know your merchandise, so that you c talk it interestingly, intelligently."

Two years after his return he w straight up, as general manager. Rob died on a transport while returning fr abroad, for he had enlisted during the w He was the best salesman we ever kn

The store's "trouble-fixer" is n described, one of those men whose exub ant good nature and unfailing optimi served to keep not only himself in gc humor, but to pacify recalcitrant and c streperous customers. This man's na was Lester H. Corrigan, of whom we re

Mr. Corrigan was a man of middle a prematurely gray, and with a kind ruddy face. He was never known to g riled and he never lost his temper. Nor nally head salesman in the grocery depa ment, he seldom spent his entire time the because he was what we know as a "pea maker" for the store.

When a disgruntled customer began kick out of the traces, balk, and snc steam, the unsuccessful clerk waiting him would send out a hurry call for M Corrigan.

And Lester H. never failed to adju matters. He was a natural born diploma as tactful as they make them, and ha to anger. That was the secret of his su cess, in part: he refused to take ang people seriously. He smiled away ranc and grinned in the face of white-he argument.

That "the customer was always right was admittedly one of Corrigan's workin slogans.

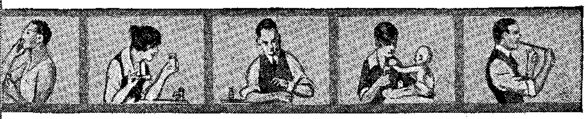
And when Corrigan was through wi them, they were amiable again and wal ing away with a package under their arm

He was at his best when dealing wi irascible old folk. They would pour the troubles into his ear and he would stan at attention, earnestly drinking it all i and agreeing with every word they sai On occasion he would call a clerk on th carpet and give him a verbal lashing. An as soon as the customer had disappeared h would pat the man on the shoulder, smil and remark: "It was all for the old party We don't care how we smooth 'em ove so long as we do it."

All of us loved and respected M Corrigan. And to think that he retaine his sublime optimism in the face of a grea grief. His wife was an invalid.

An example of the disagreeable cler who "talks back" and never can be mac

LISTERINE
LISTERINE
LAMBERT
PHARMACAL COMPANY
ST. LOUIS, MO. U.S.A.
LAMBERT
PHARMACAL COMPANY



A day seldom passes without affording beneficial uses for Listerine

Take Listerine With You on the Hunting Trip

With Listerine at hand ready for immediate use, minor injuries may be properly cared for and the chance of their developing into anything serious minimized.

When applied at once to cuts, scratches and burns, Listerine helps to prevent infection.

As a mouthwash, it helps to protect against impurities which are often found in water and food. It also tends to prevent the development of bacteria which attack teeth and gums.

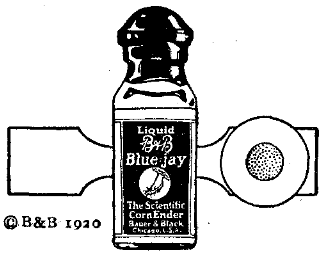
Listerine is a beneficial lotion for use after shaving.

Keep it always in easy reach for its service as a part of daily hygiene and for prompt application in case of minor emergencies.

LISTERINE

Manufactured only by
LAMBERT PHARMACAL COMPANY
ST. LOUIS, MO., U. S. A.

the safe antiseptic


Liquid B&B Blue-jay The Scientific Corn Ender Bauer & Black Chicago, U.S.A.

©B&B 1920

Either Way

Ends every corn

Use Blue-jay as you like best. Apply liquid Blue-jay from a bottle, or use the Blue-jay plaster.

The effects on the corn are identical.

The pain stops. And the entire corn quickly loosens and comes out.

Blue-jay now is ending some two million corns a month.

It has so reduced corn troubles that most folks never have them.

It will end them all when all folks know about it.

The Blue-jay method is easy, gentle, sure.

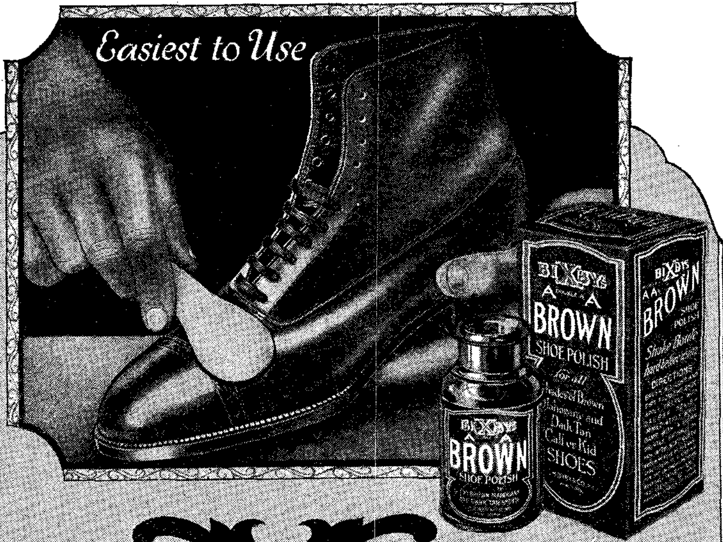
It is scientific—the creation of a world-famed laboratory.

For you own sake, stop paring corns. Cease the old, harsh, inefficient methods.

Learn what millions know—that corns are folly, the pain is needless. Anybody can be kept forever free from corns with Blue-jay.

Prove this tonight. Buy Blue-jay from your druggist.

B&B Blue=jay
Plaster or Liquid
The Scientific Corn Ender
BAUER & BLACK Chicago New York Toronto
Makers of Sterile Surgical Dressings and Allied Products



BIXBY'S
A DOUBLE A A
BROWN
SHOE POLISH
Gives a brilliant, lasting shine and also restores the original color to dark tan and brown shoes
The Liquid Wax Polish – No Paste required
= A dauber in each carton =
S.M. Bixby & Co., Inc. New York
Also manufacturers of Shu-Wite, Jet-Oil and Jet-Oil Paste Shoe Polishes

BUSINESS EFFICIENCY
Continued

to realize that "the customer is alwa right" was Bob O—. His ill-nature a snappishness drove the customers awa and before long drove Bob out al besides bringing him other unpleasa experiences. We read:

It was O—'s misfortune that he w born with a sharp tongue and a bump impatience that stuck out on his perso ality like a gourd. He was all O. K. long as the customer bought quickly, to the first article presented, and went aw from there.

But O— was decidedly opinionated. could never quite agree that the otl person deserved a hearing. He did ı always say what he felt, but the way looked at you was far worse than m words. He could look you into a sta of humiliation, defeat, or ripe, red ang as the case might be.

We all remember the afternoon Mrs. came into the store and wanted to purcha a certain kitchen range. Opdyke show it to her, demonstrated its good poin and settled back, ready for the sale. M X., however, was a fusser and believed experiments and questions. She began over again, asking Opdyke to repeat. A even then, when he had finished, s wanted to see some other range.

We never knew exactly what O said, but for ten minutes the custon raked that lad over the coals in a ser of the most expert tongue-lashings tl the store had ever known. And, to top off, she went in to see the manager. "F him, or I'll never enter this place agai said she.

And O— was allowed to pack his g and depart. There had been some otl complaints.

He went with McLain & Adams f six months, and it was the same the He could not change his spots. He h a fool idea that the customer should ta his word for it, always and under all co ditions. Any hesitancy, any doubt, a undue questioning or controversy p cayenne on the tip of the young ma tongue and he flipped it off wickedly. T last we heard he was in one of a chain drug-stores, and the husband of a la customer, with whom he had talked ba and forth, blacked both of O—'s eyes a put a polish on the job by pouring whole bottle of Pond's Extract down t clerk's neck.

Martin R— employed the gentle art telling white lies to help him sell goo He developed the art to where nobo ever thought of doubting him, and appa ently his system proved highly satisfacto for it is said:

There was no better clerk in the sto than Martin. He played the "I-use-tha system, and the way he put it there w no such thing as fail.

Regardless of what he was selling, if came to clinching the deal, he would sta off with a line of chatter somewhat li this: "I can speak in the highest terms this piece of merchandise; we use it in o home and it has always given satisfaction

And he would say it as if he was co fiding a secret, lowering his voice, a looking sharply to right and left.

If Martin had used in his home all t

things he said he did, it would have required a convention hall. In point of fact, he was a bachelor, detested women, and lived in a very small room, without bath, on the third floor of the Old Mansion House. We once dropt in on R—, and aside from a bed, a washstand, one picture of his mother in a mahogany frame, and *The Police Gazette*, which he took regularly and kept in a bound volume, his room was as bare as his own bald head.

He found by experience that one of the greatest and most convincing sales forces is the "personal experience" racket. The wonder of it was that the man could tell these white lies in such a serious, unaffected, commanding manner. No one ever thought of doubting him.

J. Lawrence C— wore spats, light green ones, and in numerous other ways exhibited the well-known signs of the dandified young men who perpetually seek the favor of the ladies—

J. Lawrence was a "ladies' man," first, last, and always. He used lilac perfume liberally, carried kerchiefs with pink and lavender borders, and sent to Boston for his silk shirts and ties.

Everybody around the store knew that he carried a small pocket-mirror in his wallet, and he did not hesitate to sneak an occasional look at himself when there were no customers to occupy his time. Three times a week he had the barber at the Mansion House shop put olive-oil and brilliantine on his hair. He wore spats; in fact, he introduced the first light-green pair ever seen in our town.

J. Lawrence was popular with the ladies. There was no getting around this. He sold goods quickly and easily and was busy from the moment he entered the store until he left it. The other men in the establishment detested him. Wrapping-boys called him "Esther Darling," and Mr. McLain, of the gents' furnishing department, always held his fingers over his nose when J. Lawrence passed, as a silent rebuke to his lilac perfumery.

Despite his peculiarities of dress and manner, J. Lawrence was a man—every inch of him. One Saturday night a big six-foot husky from the delivery department made some slighting remarks about J. Lawrence. As quick as a wink, the clerk turned, took off his coat, and flattened the man's nose. Not content with this, he beat him until the bully begged his pardon. Nobody knew up to that time that J. Lawrence had won several ribbons and things at boxing. He introduced the Boy-Scout movement to our town. Late in December, last year, J. Lawrence gave up his position with us and started a millinery shop on East Main Street, in company with a little French woman whom he later married.

The store clown was Thomas M—, who treated everything as a joke, was liked by everybody, and at last came to grief as a result of trifling with J. Barleycorn—

Bless old Tommy! He could never learn to take life or the store seriously. Everything was a joke to him. The children idolized him and every time a mother came into the place with kiddies, they made a bee-line for Mr. M—'s counter.

He laughed his way into the good graces of the entire town. The week of the Elks Minstrels he was one of the end men, and

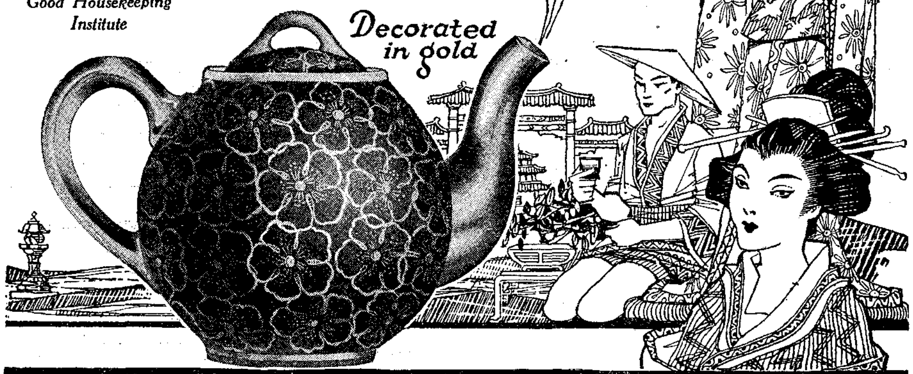
HALL'S TEAPOTS
of Secret Process Fireproof China

They never craze. They never absorb.
They set a new standard for service and beauty.
The best hotels have used Hall's China wherever heatproof ware was needed, for years.
Now handsomely decorated in gold.
At good stores.
Or a 5-cup pot will be mailed prepaid for $3.00. Send for folder "Better Tea in a Hall Pot" illustrating them in colors.

Look for the circle on the bottom with the words "Hall's China."

Hall China Co.,
601 Walnut St.,
East Liverpool, O.

Approved by Good Housekeeping Institute



FOR years, people have associated Spencerian Pens with smoothness and writing ease. And rightly so.

Whether for the young undeveloped hand of a child or the experienced hand of business or professional people, there is a style of Spencerian Pen to exactly meet the particular personal requirements, and give the responsiveness and writing freedom so much desired.

SPENCERIAN PEN CO.
349 Broadway New York

In order to test the quality of Spencerian Pens, in order to find your particular style, send 10 cents for 10 different sample pens and a pen holder.

SPENCERIAN
PERSONAL
Steel Pens

Fine, Medium
Stub and
Ball pointed

INVINCIBLE
STERLING
GOLD POINT

REG. IN U.S. PAT. OFF.
Thermo
Knitted
Sport Coat

Around the House
or
Around the Green
S-O-L-I-D C-O-M-F-O-R-T

The only way to really know a Thermo is to slip one on. Then lay off in your easy chair, with the old Jimmy pipe simmering sort o' idly. Even the smoke-rings will spell s-o-l-i-d c-o-m-f-o-r-t.

Or get out on the links and "lay on" for a long drive. Every muscle rides easily under that comfortable knitted jacket.

Then you begin to get friendly with your Thermo. It fits you—accommodates itself to you. As to an old friend, you find yourself coming back to it as soon as you can side-step ceremony.

Nothing fancy—just sensible comfort, for work or play, indoors or outdoors. Yet dressy, with a touch of style and snap—knitted to fit.

Guaranteed All Wool

A knitted fabric so fine that it looks like a medium weight suiting. Men who wouldn't think of wearing a sweater, like the Thermo.

Made in heather mixtures that you like. Men's, $10.00; Boys' and Girls', $8.00.

If your dealer cannot supply you, we will

Swansdown Knitting Co.
349 Broadway
Dept. D. New York

Also Makers of
REG. IN U.S. PAT. OFF.
Thermo
Coat Sweaters

BUSINESS EFFICIENCY

Continued

we all agreed that his work was decidedly professional.

Around the store he kept everybody laughing. The girls giggled when they merely looked at him. He was a master-mimic. One rainy afternoon he was giving an imitation of the head buyer when that dear lady stood in a corner and watched him. She entered a complaint, but when Tom was asked to explain, he made even the buyer herself laugh, and the incident was forgotten.

He was the life of the party and always the same. In all the years he was with us nobody ever saw him sad or grouchy or down-hearted. He managed to impart this same merry mood to the customers he handled, and they liked him.

Tom had one trouble only: he liked an occasional drink and managed to get it, even after prohibition had gone into effect. It was on a Saturday night that he stumbled into an elevator-shaft and was dead when they found him. And, hidden under some goods behind a counter in his department, one of the young ladies found a partially consumed bottle of whisky.

AMERICAN SELLERS AND CHINESE BUYERS, AS VIEWED BY MR. KAN

CHINA just now needs the understanding friendship of America to develop her resources, according to Phil Norton, a student of oriental affairs, writing in *The World's Markets*. He quotes a Chinese business man, Sat Hing Kan, to the effect that America does not yet realize how fast China is growing, and growing toward the United States. It is very important, says Mr. Kan, for American merchants to understand that China has reached a stage in her development where she is ready and able to carry on a large volume of trade with the United States. As the Chinese merchant is quoted by Mr. Norton:

"China, for a long time, has been conscious of the fact that America is a real friend grown distant through lack of contact and that its attention should be directed to conditions as they really are in order to assure an understanding which will result in the greatest possible cooperation. There has been a great awakening in China. There was a time when the Chinese felt that their sons, who had been educated in America, had been spoiled because they wanted American customs and American products. But, as conditions developed, we began to realize modernization was a good thing for China; our fathers began to approve of most of the new ideas brought home by college graduates. The four hundred thousand Chinese laborers who saw much of the world during their war-work in France came to know new and strange ideas which they have introduced among the working-classes."

Mr. Kan is able to speak with authority about the opportunities in China for American products and for American-Chinese cooperation. Eighteen years ago Chin Nam Kan purchased two hogsheads of Virginia tobacco from a well-known American tobacco dealer. This year he sent his son, Sat Hing Kan, to America to purchase from the same company twelve thousand hogsheads, or eight million dollars' worth of tobacco. Mr. Kan is president of the Nanyang Brothers Tobacco Company, and his personal fortune has increased at an average of one million dollars per year since he entered the tobacco business with only sufficient funds to buy two hogsheads.

Mr. Kan advises that American manufacturers who wish to cultivate business relations with Chinese houses to be very careful in selecting their representatives for China. No firm should send the son of the president who is looking for a jaunt, or an overworked department head who needs a rest. The Chinese expect a business representative to devote his time to business, and as there are many dinners, which are rather tedious and long drawn-out for the Westerner, it is better that the wife be left at home. She will not enjoy the dinners, and she will not like being left alone. Therefore, if one is intent on business, says Mr. Kan, leave her behind. Another important suggestion is that American business men who seek, or have, interests in China, learn Chinese, and the writer points out that this is not so difficult a task as it seems, since American missionaries learn to speak Mandarin in a year. There are certain types of men whom the Chinese like better than others, and the writer deems it wise to learn what these types are and to send them out, for, as he points out:

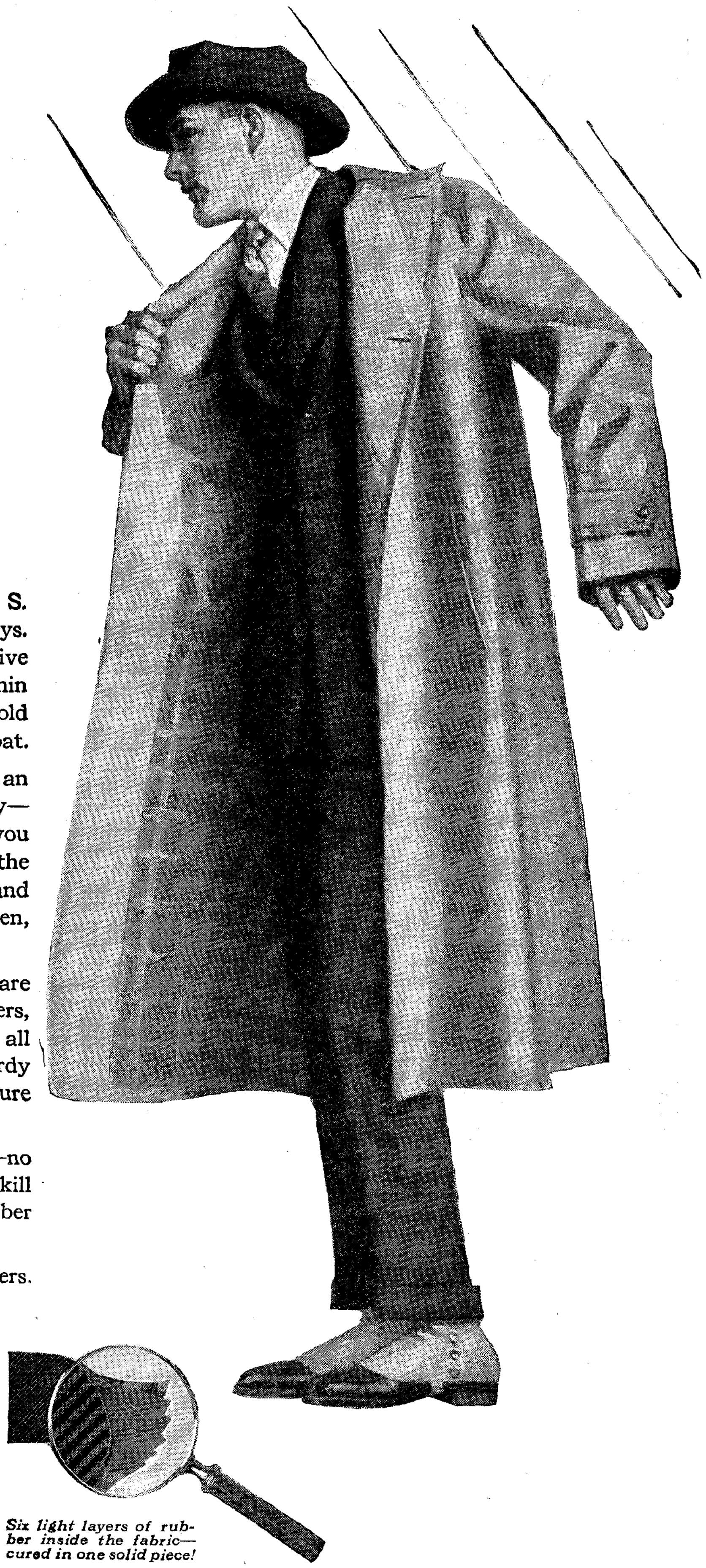
"The development of personal relations in trade by Americans will give this country a great advantage in trade, but it will require a clear head and hard work. Gentlemen who are not in sympathy with China and who are not born and trained diplomats should never be sent as representatives to that country.

"It is natural that even the most competent should make errors in a country surrounded by such a bewildering maze of customs which are to the stranger most unusual, but the avoidance of many of these errors would be simplified if Americans would make use of opportunities which lie near home," said Mr. Kan. "For instance, there are hundreds of young men in China and America having splendid native and foreign college educations, well balanced in Chinese etiquette and custom, and acquainted with the customs of America, who could serve American firms. Yet they are seldom invited to do so nor do the Americans pay the slightest attention to them while they are in this country at school.

"The Chinese student graduate comprises a problem to himself and his country. In solving their own problem the American business men can solve the student's problem as well. A theoretical knowledge is of no more value in China than it is in the United States until it is balanced by practical experience. After five years of study in America the young Chinese college man feels he is entitled to a more responsible position than his brother who has stayed at home in business, but the young fellow with the practical experience continues in the better position. It is a terrible thing to lose face in China, therefore the student prefers to start at the bottom in America and get his practical training before going home, returning to his country as the representative of the American

Six layers of unseen rubber

—*Light as silk*



Six light layers of rubber inside the fabric—cured in one solid piece!

NO matter how hard the downpour, U. S. Raynsters give perfect protection always. Every inch of these smart, distinctive coats, every seam, is backed by at least six thin layers of rubber—light as silk. This six-fold rubber is built right into the fabric of the coat.

In town, or out at the golf club, paying an afternoon call, or on an evening theatre party—wherever well-dressed men go in wet weather you will find U. S. Raynsters. They are made in the familiar raincoat fabrics, in woolens, yarntex, and heathertones—in many styles and colors, for men, women and children.

Rubber Surface Raynsters—Raynsters are also made with smooth rubber surface for farmers, policemen, firemen, drivers, sportsmen and all who work or play outdoors. Back of their sturdy strength is all the painstaking care in manufacture that has made the Raynster famous.

Every coat that bears the Raynster label—no matter what the price—is backed by all the skill and experience of the oldest and largest rubber manufacturer in the world.

Ask your dealer to show you U. S. Raynsters. At any good clothing store—or write us, at 1790 Broadway, New York, for booklet showing many different styles.

Look for the name *Raynster* on the label.

Raynster

REG. U. S. PAT. OFF.

United States Rubber Company

1922

may not seem so very far away from today, but it's quite a few seconds removed from

1909!

RUBBERSET
TRADE MARK

1505 E. Main St.,
New Albany, Ind.,
June 20, 1919.

The Rubberset Company,
Newark, N. J.

Gentlemen:

During the summer of 1909 I bought a RUBBERSET shaving brush for 35 cents (them were the good old days!) and now after only ten years' use I notice that the bristles are slightly turned at the end. To make the case worse I have only used the brush four times a week during this time. I am sure that you will agree that I am entitled to an adjustment. However, make arrangements for the new brush not earlier than 1922, as I have no use for two shaving brushes.

I do not see much hope for re-sales of your products unless you change your methods of manufacture.

Yours sincerely,
(Signed) R. K. VAN PELT

(NOTE—If you have an old RUBBERSET that at last is due to be retired, why not perform this little operation and learn for yourself just why it served you so faithfully and well. It's that everlasting grip of hard vulcanized rubber—*original in RUBBERSET brushes*—that does the work.)

This is Number 20 of a series of ads NOT WRITTEN BY OUR AD MAN.

RUBBERSET
TRADE MARK
LATHER HAIR TOOTH BRUSHES PAINT VARNISH STUCCO
every bristle gripped EVERLASTINGLY in hard rubber!

BUSINESS EFFICIENCY
Continued

firm affording him the experience, or being sent by them as coworker with the American house manager. Knowing Chinese affairs and being acquainted with American customs, the Chinese student can prevent many errors being made, and from his knowledge of things American can explain away such breaches of etiquette as may inadvertently occur.

"Furthermore, American business men should not lose sight of the fact that the majority of the young Chinese studying in this country come from the finest, richest, and most progressive Chinese families. Most Americans who have had any experience whatever in the Far East realize that China is a closed corporation, that friends deal with friends, even tho it cost a bit more. The scions of the powerful families, therefore, will actually bring to their company considerable good will and business."

LITTLE GRAINS OF BUSINESS PEPPER

MONDAY is an unlucky day to present a new idea to a business man, says Fred C. Kelly, magazine writer and close student of the human side of commerce and industry. The reason assigned is that there appears to be more to do on Mondays than on other days. Among other things, there is always a heavier mail. Mr. Kelly says Admiral Samuel McGowan, Paymaster-General of the United States Navy, usually aims to be out of his office on Monday morning because, according to the the admiral, a lot of people spend all their leisure time Sunday to think up foolish things to ask him on Monday. In a series of random paragraphs appearing in *The Nation's Business* (Washington, D. C.) Mr. Kelly submits sundry other fragments of wit and philosophy relating to business and business men, of which we quote the following:

The ideal executive is one who never does anything that can be done by anybody else, and yet is always busy.

The beauty of being an executive is that one may be accomplishing just as much when apparently not doing anything as when humped laboriously over a desk. I know a man who says he often does his most important thinking while shaving

An executive once said to me, as he closed down his desk to go to a ball-game at three o'clock: "Business isn't an endurance test. To-morrow I may have to be here until six o'clock. But to-day, when I don't, I'm going to grab off a little recreation. I'm not going to stay here just to try to make a record for the number of hours I put in at the office."

When Henry Ford put his famous five-dollar-a-day minimum wage-scale into effect, he might have said to his men: "Work a little harder and you will make more money." Instead, he said: "Here's more money for you. But unless you work harder and earn this increase, we won't be able to keep you." He knew that a man will work harder to keep what money he already has than to get a promised return that he has not.

Somebody ought to write a ponderous book on "How to Resist Salesmanship." Tons of books and correspondence-school courses have been written on how to sell, but I do not know of a single work on how to avoid buying. The gifted salesman comes in fortified with weeks of study on how to present his selling talk. Any objection the prospect raises is answered so plausibly by the salesman that the victim feels foolish and often buys what he does not want. All the buyer can say is what he can think of on the spur of the moment. Hence, he can't cope with a man who has been thinking for months about what he is going to say.

When a man lends money, even to his best friend, he ought to take security. Otherwise the friend will feel under so much obligation to him that he will begin to avoid him. In avoiding him he will unconsciously come to think of him as somebody unpleasant, and will gradually acquire a dislike for him. Thus the lender will lose a friend.

It is human to have a strong aversion to wastefulness. Give a woman free seats to a theater that she really doesn't care to see, and she is not unlikely to spend three or four dollars in taxicab fare—to prevent having the tickets go to waste. Nothing worries the average man more than to see his trousers wear out before the coat and then have the coat go to waste.

Most people hate any form of novelty—until they get used to it and it ceases to be a novelty. Farmers were the most bitter antagonists of automobiles at first—and yet farmers were in greater need than any other class of people of the quick form of individual transportation that automobiles provided.

Men are often slow to observe obvious things of vast commercial importance. It was years before great retailers began to realize the advantage of being on the shady side of the street. Yet nearly twenty-five per cent. more people walk by the stores on the shady side than on the sunny side of a business street. The shady side is cooler in summer and more likely to be free from slush in winter. And the footsteps that seek the shady side are a valuable business asset. Yet, I repeat, it was only in comparatively recent years that merchants took such phenomena into reckoning.

It often happens that a marvelous business executive, who would not think of having a larger store or factory than his business requires, nevertheless loses all sense of proportion and values in his personal affairs. Nearly every man of wealth has a much larger home than he needs—just to show the world his ability to own such a large place.

Before hiring a man on the strength of his letters of recommendation, it is well to remember that there is many a man to whom one might give a strong testimonial in order to get rid of him.

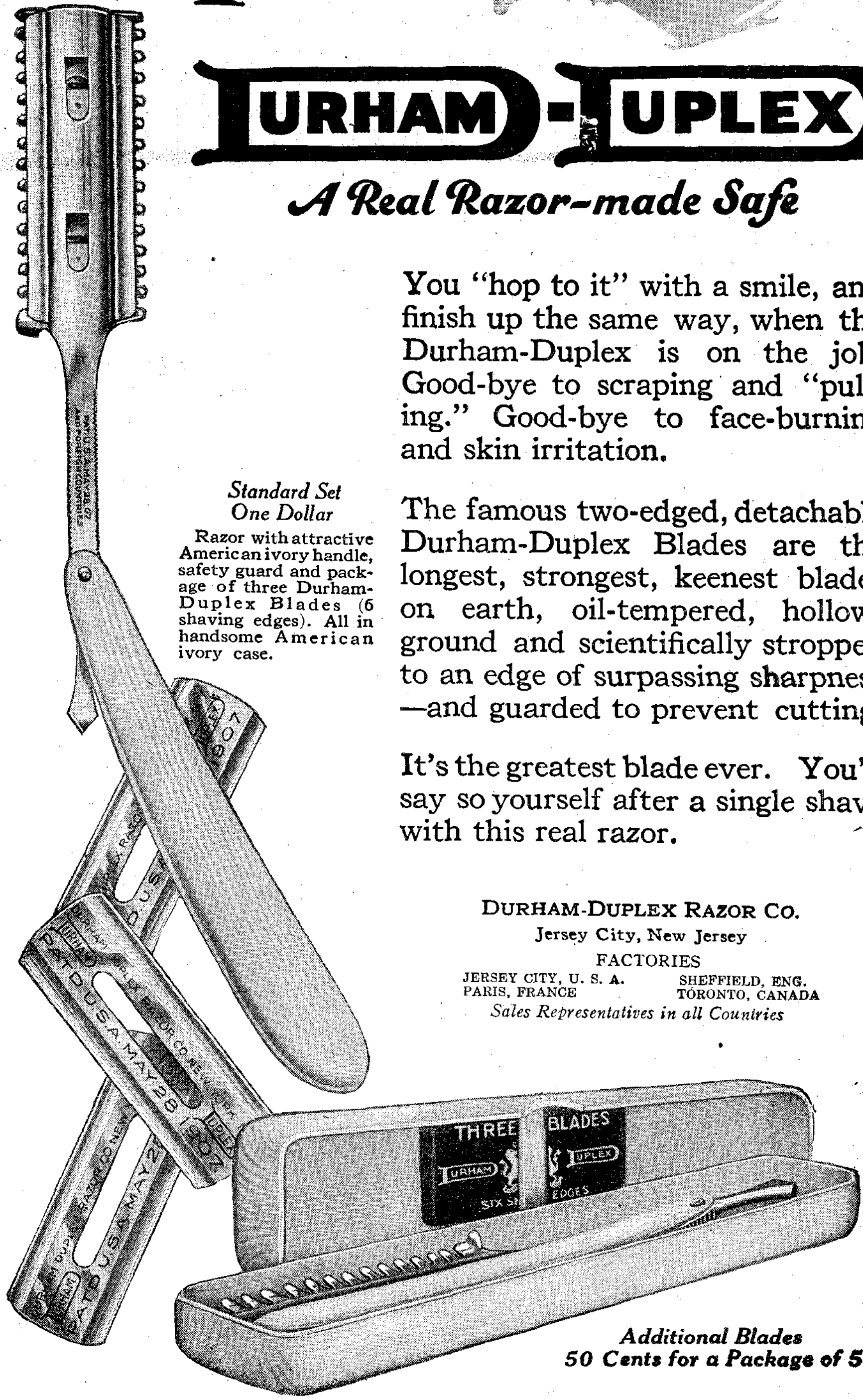
A man who says a thing can't be done should bear in mind that his testimony is entirely negative. In court negative testimony never gets as much weight as positive. If one witness says he heard a clock strike at a certain time, and another man declares that he didn't hear such a sound, the one who says he *did* hear is more likely to be telling the truth. When a man tells me a thing isn't so, I ask him: "Then what are the facts?"

Some Blade!

$

DURHAM-DUPLEX

A Real Razor-made Safe



Standard Set
One Dollar

Razor with attractive American ivory handle, safety guard and package of three Durham-Duplex Blades (6 shaving edges). All in handsome American ivory case.

You "hop to it" with a smile, and finish up the same way, when the Durham-Duplex is on the job. Good-bye to scraping and "pulling." Good-bye to face-burning and skin irritation.

The famous two-edged, detachable Durham-Duplex Blades are the longest, strongest, keenest blades on earth, oil-tempered, hollow-ground and scientifically stropped to an edge of surpassing sharpness—and guarded to prevent cutting.

It's the greatest blade ever. You'll say so yourself after a single shave with this real razor.

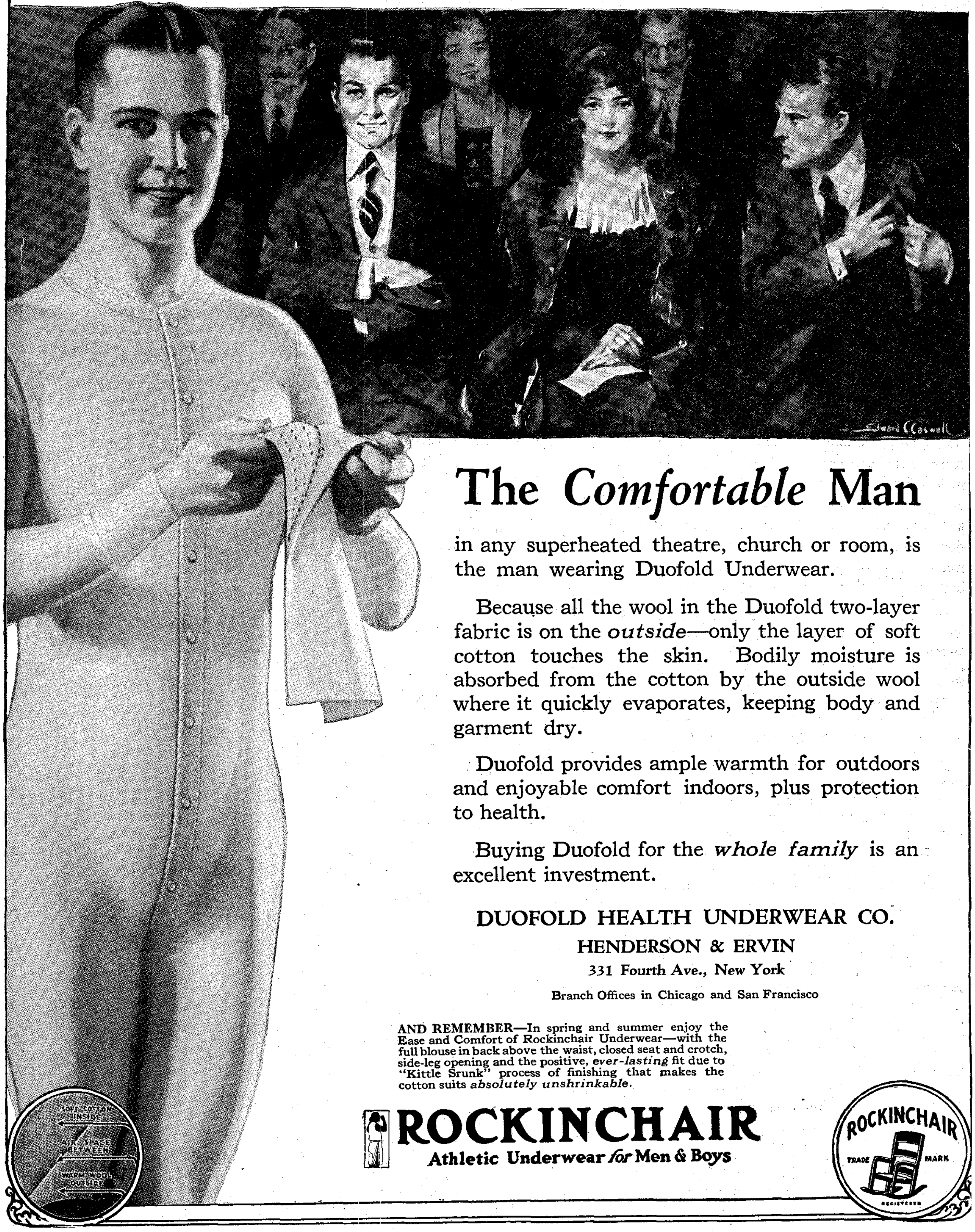
DURHAM-DUPLEX RAZOR CO.
Jersey City, New Jersey
FACTORIES
JERSEY CITY, U. S. A. SHEFFIELD, ENG.
PARIS, FRANCE TORONTO, CANADA
Sales Representatives in all Countries

Additional Blades
50 Cents for a Package of 5

Duofold

Health Underwear

for Men, Women *and* Children



The *Comfortable* Man

in any superheated theatre, church or room, is the man wearing Duofold Underwear.

Because all the wool in the Duofold two-layer fabric is on the *outside*—only the layer of soft cotton touches the skin. Bodily moisture is absorbed from the cotton by the outside wool where it quickly evaporates, keeping body and garment dry.

Duofold provides ample warmth for outdoors and enjoyable comfort indoors, plus protection to health.

Buying Duofold for the *whole family* is an excellent investment.

DUOFOLD HEALTH UNDERWEAR CO.
HENDERSON & ERVIN
331 Fourth Ave., New York
Branch Offices in Chicago and San Francisco

AND REMEMBER—In spring and summer enjoy the Ease and Comfort of Rockinchair Underwear—with the full blouse in back above the waist, closed seat and crotch, side-leg opening and the positive, *ever-lasting* fit due to "Kittle Srunk" process of finishing that makes the cotton suits *absolutely unshrinkable*.

ROCKINCHAIR
Athletic Underwear *for* Men & Boys

ROCKINCHAIR TRADE MARK REGISTERED

SCIENCE · AND · INVENTION · CONTINUED

THE PULP-WOOD CONTROVERSY BETWEEN THE UNITED STATES AND CANADA

UNTIL the United States takes some step properly to utilize its timber resources and to frame National and State policies of conservation, it seems hardly right that, "having wasted its own birthright, it should now attempt to utilize Canadian forests in the same way." Thus Ellwood Wilson, of the Laurentide Company, Canada, in a discussion before the Ninth Annual Forestry Conference, held at New London, N. H., brings to an issue the "pulp-wood controversy" between the United States and Canada. And in acknowledgment that blame for the paper shortage could not properly be imputed to our northern neighbor, Henry S. Graves, formerly chief of the United States Forest Service, declared that Congress has approached the matter in a spirit of coercion, with the express intention of using the economic position of the United States to force Canada to take an action believed by her Government to be permanently injurious to her. Besides leading to the exchange of frank commentary, the discussion brought out the significant fact, says *The Pulp and Paper Magazine of Canada*, that the Federal and State governments in the United States are now making belated efforts to stop unnecessary drains upon their forest resources and to adopt measures that will insure a sustained yield for the various industries depending upon them for a supply of raw material, particularly the pulp and paper industry. In detail it was explained that:

"The United States Government has set aside from the public domain 155,000,000 acres of national forest in the West, a territory equal to all of the six New England States combined with the Middle Atlantic States as far as Maryland. It has purchased 430,000 acres, or seven hundred square miles (46 per cent. of the original plan), in the White Mountains, and 1,200,000 acres in the southern Appalachians (26 per cent. of the original plan), and is still adding to its holdings, while a new law, to be introduced in the next Congress, and fathered by Col. William D. Greeley, chief forester of the United States, proposes an annual Federal appropriation of one million dollars for forest protection, care, and management and distribution of forest planting material, with State appropriations to be made dollar for dollar, all expenditures being contingent upon the adoption of Federal standards; an annual appropriation of five hundred thousand dollars for a complete and accurate forest survey of the country, and appropriations of not less than three million dollars yearly for the purchase of lands under the Weeks Act, which would be extended in its operations beyond the White and southern Appalachian Mountains, as well as increase in National forest tracts through exchange or purchase to not less than two hundred million acres. Other appropriations proposed are one million dollars a year for forest planting in National parks, five hundred thousand dollars a year for forest research, and an extension of the Federal farm loan act to permit loans for periods of fifty years for the purchase of cut-over or immature forest lands."

To the Canadians present the suggested proposals "provided ample justification for whatever steps the Canadian provinces have found it necessary to take for the preservation of their forest resources and an incentive for further efforts in that direction." And it is asserted that "the American Government, in the last analysis, can hardly object to Canada's doing what is now being undertaken in the States, since the authorities there awoke to a realization of the harm worked by permitting the unrestricted destruction of their forests and no settled policy for their regeneration." In amplification of the subject Mr. Graves said that Canada has undertaken to build up a manufacturing industry to use the raw materials from her forests. "She maintains that the raw resource is far less than is usually supposed and not more than enough to supply the plants which have been, or will in the future be installed. She is unwilling to sacrifice this home industrial development by sending out of the country the raw material essential to give it permanence. The American Congress did not act on the basis of official Canadian data regarding her resources, but on figures presented by the American manufacturers that have been shown by Canadian officials to be erroneous." On the other hand, he said it was doubted whether Canada has ever considered, or been given an opportunity to consider, the economic problem in its broadest aspects with a view to working out plans with the United States whereby each country would assist the other and both be greatly benefited. He offered as a solution a conference by representatives of the two countries to consider the whole economic problem of both, with a view to working out a plan of mutual assistance. He proposed that such a conference should consider:

"(*a*) The extent of the pulp-wood resources both in eastern Canada and the northwestern United States, including what is now standing and what is being produced by growth.

"(*b*) The needs of both countries for pulp wood in connection with the established manufacturing industries and those which may be established in the future.

"(*c*) The possible total amount of material which might be exported from Canada without injury to her interests.

"(*d*) The possible amount which could be furnished during a temporary period, of perhaps ten years, pending the building up of an American paper industry in the Far West.

"(*e*) Possible modification of the present restrictions in Canada which would permit the export of pulp wood from the Crown lands in quantities equivalent at least to

United States Shipping Board
Emergency Fleet Corporation

Hog Island Ship Yard
For Sale

The Yard Is Near Philadelphia, Pa.

Sealed bids will be received up to October 30, 1920, 10 A. M., in office of the U. S. Shipping Board Emergency Fleet Corporation, Supply and Sales Division, Sixth and B Streets, S. W., Washington, D. C., and then opened in the office of the Board in the presence of the CHAIRMAN.

HOG ISLAND HAS

an area of 946 acres, water frontage of two miles, 27 warehouses, approximately 86 miles railroad tracks, 21 miles of roads, 50 shipbuilding ways, sewerage and drainage, 7 steamship piers, administration, record and telephone buildings, shop buildings, power, air, electric, steam, water and oil lines, classification yards and fire protection.

The wooden warehouses are equipped with brick fire walls every 80 feet and fire protection.

There are 50 ways—40 wood, 10 concrete—each equipped with fixed stiff-leg derricks.

Detailed inventory, blueprints, photographs and other data have been filed in the office of the Director of the Supply and Sales Division, Sixth and B Streets, S. W., Washington, D. C., and may be seen by prospective bidders during business hours. Permits for inspection of the yard may be obtained on application.

Bids must be submitted in duplicate on standard proposal forms, made in the manner designated therein and inclosed in sealed envelope marked "Proposal No. 2007, not to be opened until October 30, 1920."

Bids must be accompanied by certified check, made payable to the United States Shipping Board Emergency Fleet Corporation for $1,000,000.

This amount will be applied upon the purchase price to be paid by the successful bidder, but in the event that such bidder fails to consummate the contract of purchase the deposit will be forfeited to the corporation. The balance of the purchase price is to be paid within a reasonable period, not exceeding in any case five years from date of sale.

Title to the property will remain in the United States Shipping Board Emergency Fleet Corporation until full purchase price has been paid.

The Corporation reserves the right to reject any or all bids.

United States Shipping Board
Emergency Fleet Corporation
W. S. BENSON, President

W. L. Douglas

THE SHOE THAT HOLDS ITS SHAPE

$7.00 $8.00 $9.00 & $10.00 SHOES

FOR MEN AND WOMEN

YOU CAN SAVE MONEY BY WEARING W. L. DOUGLAS SHOES

W.L.DOUGLAS $9.00 SHOE

BOYS' SHOES $4.50 $5.00 and $5.50

THE best known shoes in the world. They are sold in 107 W. L. Douglas stores, direct from the factory to you at only one profit, which guarantees to you the best shoes that can be produced, at the lowest possible cost. W. L. Douglas name and the retail price are stamped on the bottom of all shoes before they leave the factory, which is your protection against unreasonable profits.

W. L. Douglas $9.00 and $10.00 shoes are absolutely the best shoe values for the money in this country. They are made of the best and finest leathers that money can buy. They combine quality, style, workmanship and wearing qualities equal to other makes selling at higher prices. They are the leaders in the fashion centers of America. The stamped price is W. L. Douglas personal guarantee that the shoes are always worth the price paid for them. The prices are the same everywhere; they cost no more in San Francisco than they do in New York.

W. L. Douglas shoes are made by the highest paid, skilled shoemakers, under the direction and supervision of experienced men, all working with an honest determination to make the best shoes for the price that money can buy.

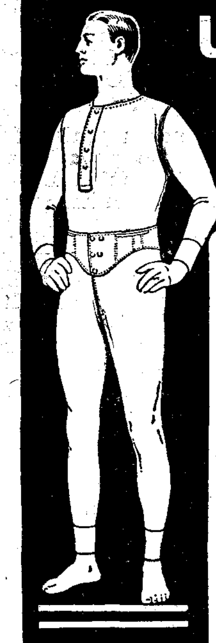
W. L. Douglas shoes are for sale by over 9000 shoe dealers besides our own stores. If your local dealer cannot supply you, take no other make. Order direct from factory. Send for booklet telling how to order shoes by mail, postage free.

CAUTION.—Insist on having W. L. Douglas shoes. The name and price is plainly stamped on the sole. Be careful to see that it has not been changed or mutilated.

W. L. Douglas
President
W. L. Douglas Shoe Co.,
161 Spark Street,
Brockton, Mass.

GLASTENBURY

UNDERWEAR



GLASTENBURY KNITTING CO. Established 1855
REG. U.S. PAT. OFF.

GLASTENBURY TRADE MARK HEALTH UNDERWEAR
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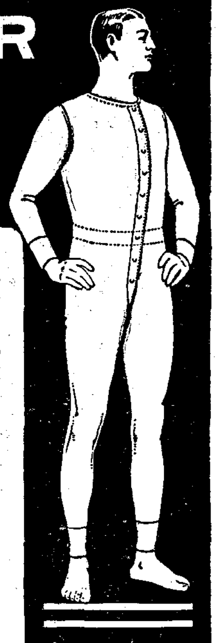

PROTECTION against chilling of the body; often a forerunner of colds, pneumonia and rheumatism.

EVERY GARMENT shaped to the figure and guaranteed not to shrink.

	Prices
Fine Gray Winter Weight, four qualities.	$2.50 to $7.00 Per Garment Regular Sizes.
Fine Gray Super Weight, three qualities.	
Fine Worsted Merino, Medium weight.	

For Sale by Leading Dealers

Write for booklet—sample cuttings. Yours for the Asking. Dept. 36

The GLASTONBURY KNITTING CO.
GLASTONBURY, CONN.

TWO PIECE

UNION SUITS

the material cut from private lands owned by Americans in Canada and manufactured in that country.

"(*f*) Possible modification of the laws of New York which would permit the use of certain quantities of pulp wood from the State lands where cutting is now prohibited.

"(*g*) Joint effort and cooperation by the two countries in measures of forest perpetuation where there are common interests between the two countries."

Mr. Wilson spoke plainly about "the rights of the people of Canada and the attacks made upon them by those responsible for the agitation leading up to the passage of the Underwood resolution," and our authority quotes him:

"'It is certainly entirely within the rights of the Government to say what shall be done with the timber cut on its own lands,' he said, 'and it is not in any way overreaching its powers when it requires such timber to be manufactured in Canada.

"'Several American firms who purchased timber licenses did so with an eye to the future, looking forward to the time when they would either have exhausted their own supplies or when it would be more convenient or profitable for them to manufacture nearer their source of supply in Canada. Some of these companies, without any protest whatever, came into Canada and decided to build mills so as to be near their supply of raw material and to secure cheap water-power, and they have been manufacturing very successfully and sharing in the prosperity of the pulp and paper industry.

"'Most of the agitation for bringing out Crown-lands wood to the United States has come from one company which has been manufacturing lumber for a number of years from their Canadian timber licenses and who, before they started the agitation, made plans and commenced to build a mill in Canada. The small group of American mills which have agitated for the free export of Crown-lands wood have entirely misrepresented the situation and have made statements which they must have known were not matters of fact. They have deliberately tried to stir up trouble between the two countries, and they will find that, as always, such methods will react unfavorably to their users.

"'A situation analogous to that in the eastern provinces of Canada exists in the State of New York, where the State has bought more than a million acres of timberland, much of it carrying valuable pulpwood timber, and has shut it up altogether against exploitation of any sort or kind. Tracts of land have been condemned by the State and their owners compelled to sell them, and only recently the very company carrying on the strongest agitation for free access to Quebec pulp wood has sold a tract of pulp wood to the State of New York, and now no timber can be cut from it. It would seem much more reasonable for this company and others in New York State to carry on an agitation compelling the State of New York to allow them to cut timber in the forest reserves before they begin to agitate for the removal of the manufacturing clause from the Quebec law.

"'If New York has the right to take up timber-lands and forbid any cutting whatever on them, the Province of Quebec certainly has the right to say what timber shall be cut and how it shall be manufactured on its own land.

"'Until the United States takes some steps to adopt forestry methods in the utilization of its timber and to frame some National and State policies for the proper conservation and exploitation of its resources, it seems hardly right that, having wasted its own birthright, it should now attempt to utilize Canadian forests in the same way.'

"Mr. Wilson concluded with a statement of what Quebec is doing in the way of encouraging timber conservation and reforestation in the province.

"Mr. George W. Sisson, Jr., president of the American Paper and Pulp Association, spoke on behalf of the American manufacturers. He made no effort to refute the statement of the facts in regard to Canada's position in the pulp-wood controversy, but was inclined to lay the interruption of exports of raw pulp wood from Canadian Crown lands to the influence of certain unnamed 'financial interests.' He commended Mr. Graves's suggestion for a joint international commission to consider the question, and quoted from his address, delivered at the annual banquet of the Canadian Pulp and Paper Association in Montreal two years ago, in which he said:

"'Cooperation on a large and magnanimous scale and in the most sympathetic spirit must be the rule, if the industry is to prosper in both countries. You need our markets; indeed, must have them, and we have gladly opened them to you. Common fairness indicates that you should not deny to us access to your raw materials that may be needed, and a restrictive policy which goes beyond more than fairly protecting your national requirements would not be in accord with the cooperative spirit that must hereafter rule international relations.'

"Later in the discussion Mr. Sisson gave the impression that there is ground for believing that the export restrictions now applying to wood cut from Crown lands in Quebec are likely to be extended to wood cut on freehold lands also, and that it is this fear that has inspired the agitation in the States for pressure to secure a lifting of the restrictions now in existence.

"On this point he was reassured by Mr. Wilson and Mr. Leavitt, who reiterated that private lands were in nowise affected by the existing regulations nor likely to be by any future ones."

ONE COUNTRY WHERE THE WOODS GROW.—In a world of timber wastage Sweden stands out conspicuously as an instance of a land that has cared for its forests and is reaping the benefits of its care. Says *The Pulp and Paper Magazine* (St. Anne, Canada):

"If one were looking for evidence of what reforestation can accomplish in perpetuating the timber supplies against the drain of continued exploitation, he would probably be satisfied in going to Sweden, where, notwithstanding unabated encroachment on the timber, for commercial purposes, in their own manufactures, and for export, the forests are in better condition to-day than they were fifty years ago. In Sweden they have the greatest match-factories in the world, and they are conspicuous in the manufacture of pulp and paper. They are also exporters of lumber to a very considerable extent. The forests being one of their greatest assets, they have given exceptional attention to their preservation and

Remember

The Yellow Box

LUDEN'S MENTHOL COUGH DROPS

All the Year 'Round

INDOORS and OUTDOORS

Ease nose *and* throat.

LUDEN'S MENTHOL COUGH DROPS

GIVE QUICK RELIEF

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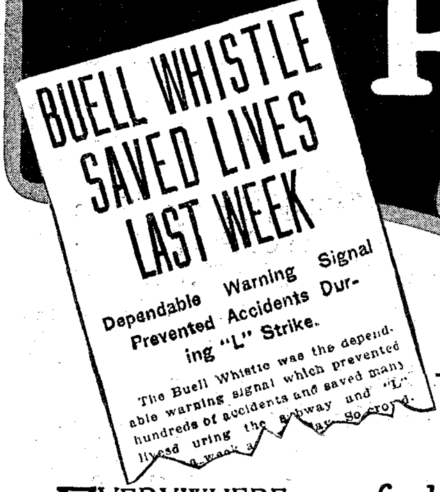
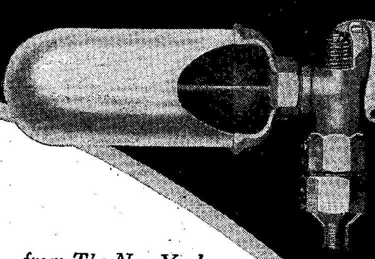


BUELL WHISTLE SAVED LIVES LAST WEEK

Dependable Warning Signal Prevented Accidents During "L" Strike.

The Buell Whistle was the dependable warning signal which prevented hundreds of accidents and saved many lives during the subway and "L" strike a week ago.



—*from The New York Journal, Aug. 26, 1919*

EVERYWHERE you find conclusive evidence of the life-saving effectiveness of the

BUELL EXPLOSION WHISTLE

WARNS EVERY TIME

Its simplicity of structure insures absolute dependability of operation—its compelling tone brings instant action.

The Buell never needs adjustment. Adopted as standard or optional equipment by over 96 manufacturers. Guaranteed for ten years. Made in Single Tone and Chime. Your dealer will supply you.

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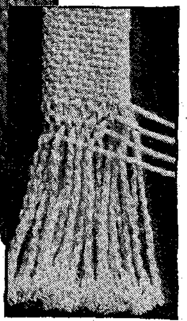
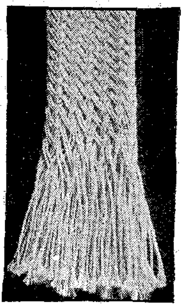
Cottage Grove at 30th • Chicago





Protecting the Insulation

This is Duracord. Thick, heavy strands, **woven** *like a piece of fire hose, not braided. Picture shows outside covering only with impregnating compound removed.*

Here is the ordinary braided cable covering. Note the open and porous construction, easily cut, stretched or unraveled. Compare it with the illustration of Duracord above.

THE real mechanical strength of any portable electric cord is in the *outside covering*. Once this covering wears through, the insulation is an easy prey to hard knocks, abrasion, oil, moisture, heat and even light—for light tends to make rubber brittle.

Duracord has a thick, heavy fabric cover *woven* like a piece of fire hose instead of the usual light braid. That's why it outwears ordinary cords 4 to 6 times. It has unusual strength where the wear comes—on the outside.

Duracord can be furnished in all sizes of portable electric cord and also in the larger sizes of single and duplex cable. Ask your electrical jobber about Duracord or let us send you samples of Duracord and ordinary cord for you to test and compare yourself.

TUBULAR WOVEN FABRIC CO.
Pawtucket, R. I.
Makers of Duraduct
Flexible Non-Metallic Conduit
and tubular woven fabrics of all kinds

DURACORD
TRADE MARK REGISTERED

SCIENCE AND INVENTION
Continued

have developed a very intelligent and effective system of reforestation. Dr. W. E. Enright, of Westmount, Que., who has just returned from Scandinavia, observed that in one small province of Sweden alone twelve or thirteen times as many trees had been planted as in the whole of Canada. Any one cutting timber in Sweden must replant the area cut over, this practise being required by law. The result is, that altho Sweden cuts and exports a great amount of timber, the forests are not only preserved but are in better condition to-day than they have ever been since modern encroachments have been made upon them."

SEEING IN THE DARK

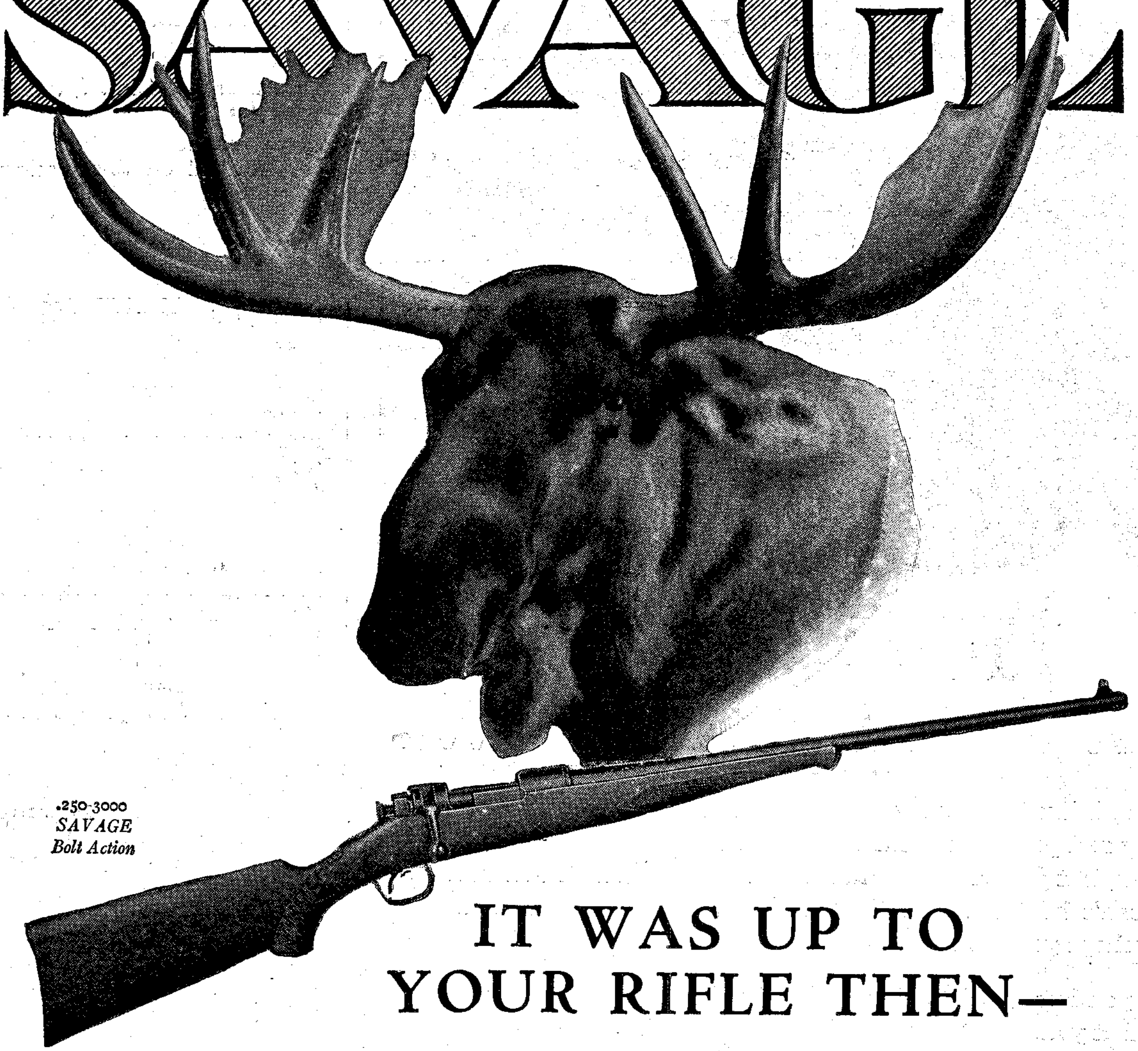
EVERY object emits a large quantity of radiation, only a small part of which affects the eye. The dark part, when the object is hotter or colder than that on which it falls, may often be detected by delicate electric temperature-measures. In *The Scientific American* (New York), Samuel O. Hoffman, formerly of the Science and Research Division, United States Army, tells how this property was used during the latter part of the Great War in developing an instrument that would detect invisible bodies or objects by their bodily heat alone. Had this device been perfected at an earlier date it might have played a very important part in military operations. Lighting devices, such as flares and star-shells, obviously were useful to the enemy as well as to those who used them. A means of locating soldiers or objects, available to one side alone, would have given that side a preponderant advantage in the prosecution of warfare. Writes Mr. Hoffman:

"For a number of years prior to 1915 the writer had devoted the greater part of his time to investigations involving infra-red radiation, and his familiarity in this field immediately suggested that here was the solution of the problem. This radiation is the ordinary dark heat such as is felt on bringing the cold hand an inch or so in front of the face. While of the same general nature as light, it has quite different properties. Hardly any substances are transparent to it, rocksalt being the only one easily obtainable. Glass is particularly opaque, so that ordinary optical instruments are useless. However, sharp images can be easily formed by using concave mirrors of ordinary dimensions, as the actual wave-length of this radiation is sufficiently small (1/2500 inch) to obviate trouble from diffraction. This is the reason for the great superiority of this radiation over sound-waves for detecting purposes in the dark, for with any available sound-waves (in air) it is possible to form a sharp image only with monstrously large apparatus.

"By the middle of 1915 the problem was pretty well formulated, the amount of energy available was calculated, and it seemed certain that the whole idea was practicable. The early part of 1918 found the author in New York with two weeks'

SAVAGE QUALITY TRADE MARK

SAVAGE



IT WAS UP TO YOUR RIFLE THEN—

WHEN it's all over and you're back for another long stretch of work, what have you to look back on? Did your trip come up to your expectations?

Do you look back on that one big chance—the only one your whole time out, when, after fighting through rocky gullies and scraggly bush, you sighted him—a big, black Bull Moose, monarch of the forest and lakes—*and he sighted you?*

It was up to your rifle then—one shot to do it—and you got him!

R. F. McClellan got his Moose with a .250-3000 Savage Rifle. Killed him with one shot at 1,100 steps—something over 1000 yards, while the big bull was ramming through the underbrush to safety. The vicious little 87-grain bullet struck just in front of the hip joint on the left side—ripped through the whole length of the great body and was later found just back of the right shoulder between the hide and the flesh.

That's Mr. McClellan's testimony of Savage reliability. And mountain sheep, goats, and Alaska bear have fallen before his deadly accurate Savage Rifle.

The .250-3000 Savage Rifle is made in both lever action and bolt action models. See them at your dealer's or write to Department T for complete descriptive catalogue.

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Executive and Export Offices: 50 Church Street, New York
Owners and Operators of
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MENNEN
SHAVING
CREAM

How do You Know?

Of course, Mennen Shaving Cream has been amazingly successful, so that our only real problem for the last two or three years has been to make it fast enough, but just the same there must be a lot of men who still insist our cream can't be any better than the hard soap they have learned to endure. Perhaps you are one of them.

How do you know? How do you know that I am not telling the truth when I say that your first trial with Mennen's will be a wonderful experience? How do you know that your friends are fooling when they plead with you to abandon your belief that bearded ones were born to suffer?

Please try it—just once. Send for one of my 15-cent demonstrator tubes or plunge on a giant size 50-cent tube.

Moisten your face and squeeze a little cream on your drenched brush. Use cold water or hot—it makes no difference. Whip up the lather on the point of your chin and spread gradually. Keep adding water—lots of it. The amount of water has a lot to do with results. Brush in the lather for three minutes. Don't rub it in with fingers. The rest is between you and a well-stropped blade.

As your razor gently caresses where it used to punish, let this thought dwell in your mind—it pays to try.

Don't forget that I will mail my demonstrator tube for 15 cents.

The new tube comes unsealed, with a big cap.

Jim Henry
(Mennen Salesman)

THE MENNEN COMPANY
NEWARK, N.J. U.S.A.

SCIENCE AND INVENTION
Continued

unofficial permission to show what could be done. It was easily demonstrated experimentally that there was a large amount of dark radiation available, and that the detection of this radiation would not require very delicate instruments. Every object sighted on gave a definite indication, some being several hundred feet away.

"The apparatus used in these tests was as follows: A concave mirror was used to concentrate the infra-red radiation on the blackened surface of a thermopile, which consisted of minute wires of bismuth and silver soldered together. The radiation concentrated on this blackened junction was absorbed, heating it slightly. The resulting electric current, flowing through a galvanometer, indicated when the apparatus had spotted something warm. It can be seen that this apparatus was very simple, extremely rugged, and portable.

"During the next few weeks trials were made almost nightly with all sorts of backgrounds and weather conditions. The results were uniformly successful. Men could be detected with startling ease when six hundred feet away. The effect on the apparatus was the same whether they were crawling slowly or running rapidly. To simulate a sentry looking out over No Man's Land, a soldier lay in a depression in the ground and lifted his head from time to time. He was detected unfailingly as soon as his head appeared above ground, altho at a distance of four hundred feet and absolutely invisible to the eye. The murderous possibilities of such a device attached as a sight to a machine gun and trained on men in the dark can be imagined. Ranging the instrument in front of and parallel to our front line would constitute an arrangement for preventing raiders from creeping into our lines undetected.

"A report of these results was immediately sent overseas, and, anticipating a favorable reply, the standardization and construction of the apparatus was rushed.

"About the time this work was finished a cable arrived from general headquarters of the A. E. F., asking for immediate shipment of the device for test at the front. It went overseas in August, 1918."

So far particular attention had been given to the use of the device in trench warfare. By this time, however, trench warfare had practically ceased. The menace of airplane raids, on the other hand, was increasing. Anti-aircraft guns were rather a joke. Sound-horns were able to locate invisible airplanes with accuracy, but it took the sound seven or eight seconds to get to the ground and the shell almost as long to get up. Usually, by the time the shell arrived the plane was somewhere else. The advantage of getting the range by heat radiation was that the indication traveled to the ground with the speed of light. To quote further:

"Some successful tests were made with model airplanes, and the construction of special thermopiles and a special ranging instrument was at once started. The thermopiles for this work had to cover a much larger field than those for trench use, on account of the great speed of the planes. They were built in a form comparable to the cross hair of an ordinary optical instrument, and are probably the most elaborate thermopiles ever constructed.

"This instrument was finished about the time of the armistice, and was tried out in January, 1919, at Langley Field, Virginia. No trouble was experienced in picking up planes a mile away or in keeping the dark image on the thermopile. By keeping the image constantly on the pile, the speed of the plane could be read directly by the instruments already in use for daylight work.

"The ease with which planes can be detected at night is largely due to this very cold indication of the clear sky. Anything coming in between the sky and the thermopile, either a plane or a cloud, acts as a shutter to cut off the radiation from the surface of the thermopile to outer space, and results in a large warm indication.

"The fact that clouds lessened the value of this method of detecting planes at night is not of as much consequence as may appear at first sight. For obvious reasons, raids were very seldom attempted on any but clear nights.

"It will be noticed that the original problem, actual vision at night, had been entirely lost sight of. There was no compensating military advantage to be gained which would have justified the large amount of work entailed in developing such a device. Mere detection in the dark was ample for any military use. As regards the practicability of carrying this work to the point of vision at night, there should be no great difficulty in obtaining a perfect silhouette. It is simply a matter of multiplying the number of units involved. If any commercial use for such a device develops the solution is at hand, but until such a use is suggested it is hardly worth while to undergo the considerable expense of such a development."

LEGS AND ARMS ARE NOT SO FREELY CUT OFF NOWADAYS

YEARS ago amputations were so frequent that some operators all but took up the operation as a specialty. Now, however, as the result of improved methods and more forethought for the patient, emphasis is being laid on conservation of limb and tissue, which has been practised noticeably during the past few years, and especially since 1914, when there began a holocaust of accidents and injuries. Undoubtedly thousands of members have been separated from the rest of the body unnecessarily and without warrant, says Dr. Walter R. McKinley, F. A. C. S., in a paper published in *The International Journal of Surgery*. But, thanks to the good surgeon instead of the beautiful operator, who may not be a good surgeon, useless sacrifice of limb is being reduced to a minimum. At that time, however, this surgeon points out, the trouble was not so much with the man as with the methods at hand, for then the surgeon was not so thoroughly equipped to combat infection as he is to-day. Doubtless all have been confronted, at some time, with the question whether to amputate and when to amputate, and, as this authority observes:

"It is undoubtedly a most important question and occasionally a very difficult one to solve. The fact is, mistakes are some-

Make This Test

Watch how your teeth respond

All statements approved by authorities

This ten-day test has shown to millions the way to whiter, safer teeth. It is a free test—you should make it. No other method known can do what Pepsodent does for teeth.

To end the film

The object is to fight the film, which dims the teeth and causes most tooth troubles. Dental science has worked years to do that.

Film is that viscous coat you feel. It clings to teeth, enters crevices and stays. The ordinary tooth paste does not combat it satisfactorily, so brushing leaves much of it intact.

It is the film-coat that discolors, not the teeth. Film is the basis of tartar. It holds food substance which ferments and forms acid. It holds the acid in contact with the teeth to cause decay.

Million of germs breed in it. They, with tartar, are the chief cause of pyorrhea. Thus all these troubles have been constantly increasing, despite the tooth brush.

Now we combat it

Dental science, after years of searching, has found ways to combat film. High authorities have proved them by clinical and laboratory tests.

The best dental opinion now approves these methods. Leading dentists everywhere are urging their adoption. Millions of people, as a result, now employ them daily.

The methods are combined in a dentifrice called Pepsodent. And a 10-Day Tube is offered free, so all who will may quickly know how much it means to them.

Five Much Desired Effects

One ingredient of Pepsodent is pepsin. Another multiplies the starch digestant in the saliva to digest the starch deposits which cling and form acid.

It also multiplies the alkalinity of the saliva, to neutralize the acids which cause tooth decay. Two factors directly attack the film. One of them keeps teeth so highly polished that film cannot easily adhere.

Pepsodent combines the best that modern science knows to combat the great tooth destroyers. It has brought a new era in teeth cleaning.

Watch it act

Send the coupon for a 10-Day Tube. Note how clean the teeth feel after using. Mark the absence of the viscous film. See how teeth whiten as the film-coat disappears.

You will see several new effects, and the book we send will tell you what they mean. This is too important to forget. Cut out the coupon now.

Pepsodent REG. U. S. PAT. OFF.

The New-Day Dentifrice

A scientific film combatant combined with two other modern requisites. Now advised by leading dentists everywhere and supplied by all druggists in large tubes.

10-Day Tube Free 477

THE PEPSODENT COMPANY,
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Chicago, Ill.

Mail 10-Day Tube of Pepsodent to

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Only one tube to a family

The Original and Genuine
Dr. A. Reed CUSHION SHOES
J.P. SMITH SHOE CO.—JOHN EBBERTS SHOE CO.
Makers of Men's Shoes — Makers of Women's Shoes
Chicago Buffalo

The "Combination"
will appeal to young and old men alike. It has "snap" and rare foot comfort is guaranteed.

Look for the trade-mark on the sole.

And this is
The "Bonheur"
distinguished by its smart lines. Women like the restful feeling of the soft inner cushion sole. Like walking on velvet.

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Refrigerators
Conserve food perfectly
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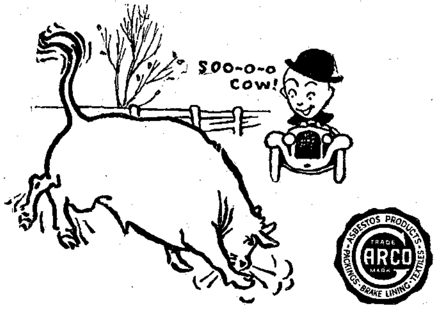

Knows when to stop

Garco enables one to avoid many unpleasant acquaintances met on the highways.

Tough as the neck of an ox—strong and enduring—Garco gives your brakes a holding power that never flinches.

You'll learn the many reasons when your brakes are Garco lined. See your dealer.

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BRAKE LINING

SCIENCE AND INVENTION

Continued

times made. Few of us, perhaps, would escape conviction should we retrospect and check our early work in the presence of a good conscience.

"Amputation is sometimes the easiest course for the surgeon to pursue, but this reason alone is not an asset to a good surgeon. Often amputation is the safer course for the patient, and herein lies the need for sound judgment. Here again is where the good surgeon is more valuable than the good operator. Observation, experience, and common sense play the important rôle. The patient's stratum in life, his place in economics or in society, has something to do with the problem. It must be taken into consideration whether he be miner or operator, a tiller of the soil or a rich man's spendthrift, in determining the question of limb sacrifice. A laborer would value an ugly stub of a finger, while the society woman would be annoyed if her stump were unsightly. After all, the surgeon's duty is, after saving life, to conserve all tissues and functions possible; therefore, cosmetics are of secondary consideration.

"Exact statistics are not at hand of the percentage of amputations resulting from wounds incurred in battle among all the warring forces of the world's greatest conflict, but it is well known that amputations were reduced to the minimum. In civil life, in railway accidents, and in all the domestic industries amputation of limbs is growing less frequent than formerly.

"According to *The British Medical Journal* of April 14, 1917, the percentage of amputations for fractures of the thigh was in the Crimea, 93½; Civil War, 63 per cent.; Franco-Prussian, 65.7½ per cent.; and Russo-Turkish, 80 per cent. The percentage of amputations in our forces is strikingly less than in former conflicts.

"Formerly fracture of the arm with injury to the brachial artery was a definite indication for amputation, so also was a fracture of the leg with a wound of the knee. This we know is not the case to-day. According to Barling, in *The British Medical Journal* of September 1, 1917, the percentage of total amputations in wounds of the knee was 19.14, and this with a total mortality of knee wounds of only 8.5 per cent.

"Marquis, in the *Presse Médicale*, January 22, 1917, at a meeting of the surgeons of the 5th Army Corps, protested against thigh amputation in wounds of the knee. He states that one-sixth of all amputations are done for knee wounds. Excisions, excisions and closing, excisions and packing, and arthrectomies, partial and complete, have lessened the number of amputations. Débridement, the Carrel-Dakin solution, the Jones modification of the Thomas splint, and the Crile method of nerve-blocking, with a goodly amount of common sense, have conserved many hands and feet for the Tommy, *poilu*, and dough-boy. The character of the wound, the circulation, the nerve supply, infection and its nature, all play a part in determining the indication for amputation. So long as we have adequate circulation and nerve supply conservation is in order. Secondary operations can deal with unsightly scars, deformities, and flail-joints.

"In doing this ultra-conservative work the element of chance or experiment plays some part—on the part of the patient for his life and limb and on the part of the surgeon for his reputation.

"1. Woman; railway accident; compound comminuted fracture of the left forearm i which about three inches of both bones wer shattered, the soft parts lacerated and mangled, and two-thirds of skin lost from nea the elbow to near the wrist. I advised amputation, but she refused. The limb wa fixt with open drainage; evidently th blood and nerve supply were adequate since she made a good recovery.

"2. Man; circular-saw accident in which the hand and all fingers were mangled The wound was cleansed, drained, and pu at rest. Good recovery with good function

"3. Man; emery-wheel explosion; wound of the right arm in which the soft tissues were horribly mangled and contused and the humerus was shattered over about three inches of the shaft. The blood and nerve supplies seemed inadequate. Amputation was advised, but refused. Infection seemed inevitable. Débridement was done under an anesthetic. Dakin's solution was used and the arm fixt in a Jones-Thomas splint. This proved successful to the great surprize of all the attendants.

"On account of more efficient circulation in the upper extremities, greater liberties can be taken with them than with the lower.

"The plea of this paper is for a closer study of the adequacy of the blood and nerve supply in a given wound before resorting to amputation or limb mutilation.

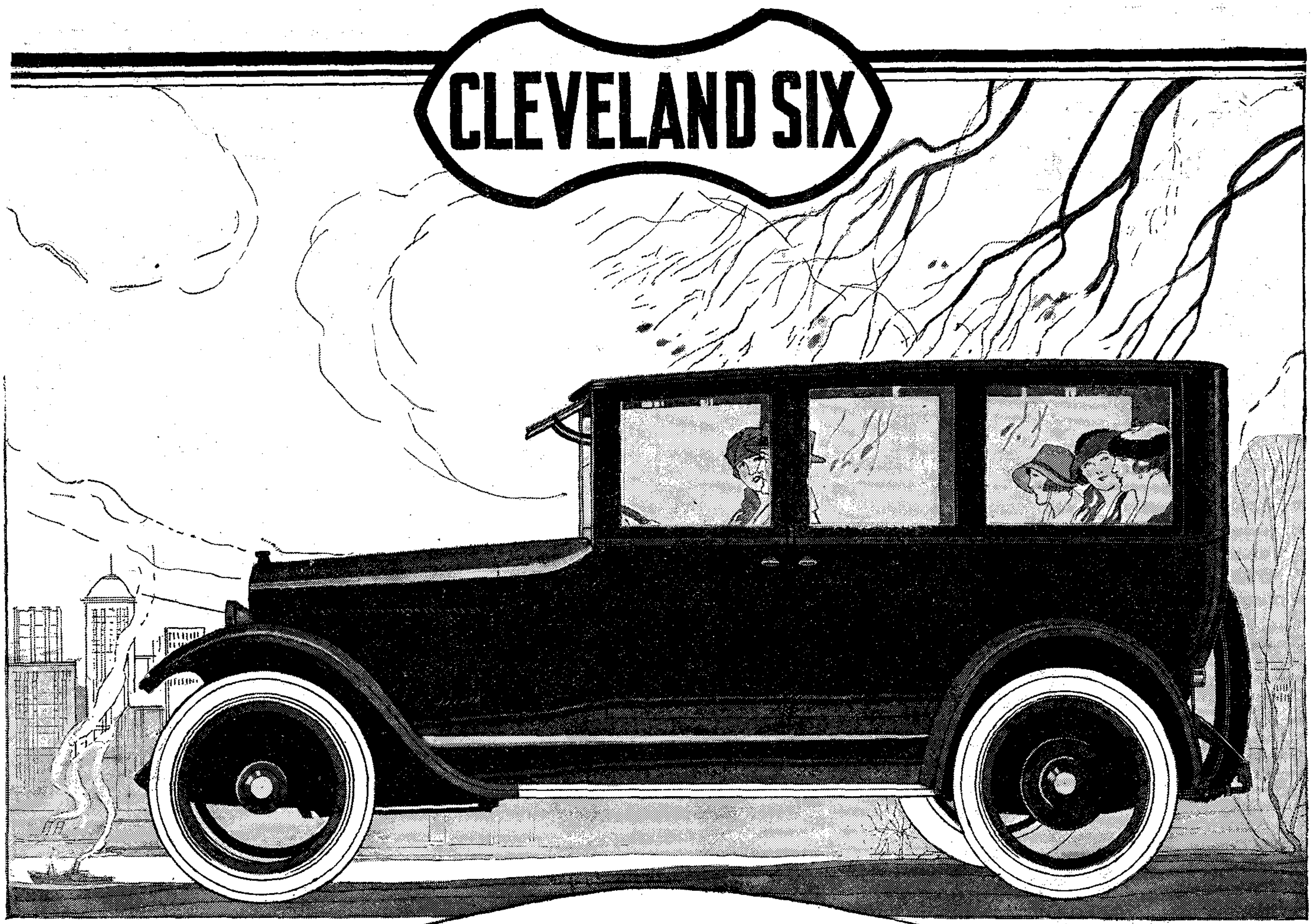
SOWING RICE; REAPING SHIP-WORMS

RICE-GROWING in the upper Sacramento Valley has resulted in a worm-eaten ferry-boat in Benicia, Cal. There would seem to be little connection between the two—all the more reason, says a writer in *The Pacific Marine Review* (San Francisco), why irrigation engineers should study what he calls "the nice balance of the ordinary processes of nature," and the possibility of upsetting that balance, which is just what occurred in the present instance. A disastrous invasion of teredos, or ship-worms, which has injured seriously every wooden structure along extensive shore-lines in and about the eastern end of San Francisco Bay, has been indubitably traced to the irrigation operations in the northern Sacramento Valley, which have diverted great quantities of water and increased the tidal flow in the river, making the water more saline and attracting the teredo from its salt-water haunts. The story is thus told in detail by the magazine named above, in which we read:

"In the year 1914 increase in service on the main line of the Southern Pacific Company's railway necessitated additional ferry accommodations to carry the trains across the Carquinez Straits between Port Costa and Benicia. The Southern Pacific Company's engineers designed for this service and built in their own shipyards at Oakland, Cal., a new train-ferry entirely of wood. . . . This vessel was, when built, about the last word in ferry-boat design and construction.

"When she was put into commission the water in Carquinez Straits was practically fresh, being kept in that condition by the flow of the Sacramento and San Joaquin rivers.

"In January, 1917, however, Mr. Teredo Dilatata and his cousin, Xylotrya Bouldi, paid a visit to Crockett, California, and, finding the climate to their liking, decided to remain. Here they were joined by



A Beautiful Car of Restful Comfort

Cleveland quality is plainly reflected in the handsome Sedan. This body, of distinguished dignity and grace and comfort, makes wide appeal among discriminating purchasers. The mark of quality is apparent.

The Cleveland Sedan, splendidly upholstered and finished and of the finest workmanship throughout, seats five persons restfully, and offers the very maximum of comfort in all seasons. The windows are automatically adjusted, wide open or partly open to the soft fresh air, or closed snug and tight against the driving rain or Winter blasts.

The sturdy chassis underneath gives every assurance of dependable service. The powerful, flexible, quiet Cleveland motor, most highly refined of the overhead valve type, the long underslung spring construction, positive brakes and an unusual ease of control are features of distinction which make the Cleveland a better car.

A leading automobile house in over 2,000 cities and towns in the United States is showing the Cleveland Six. You will find it worth your while to see and have explained to you the many fine features of this splendid six.

Touring Car (Five Passengers)	$1585	Roadster (Three Passengers)	$1585
Sedan (Five Passengers)	$2595	Coupe (Four Passengers)	$2495

Prices F. O. B. Cleveland

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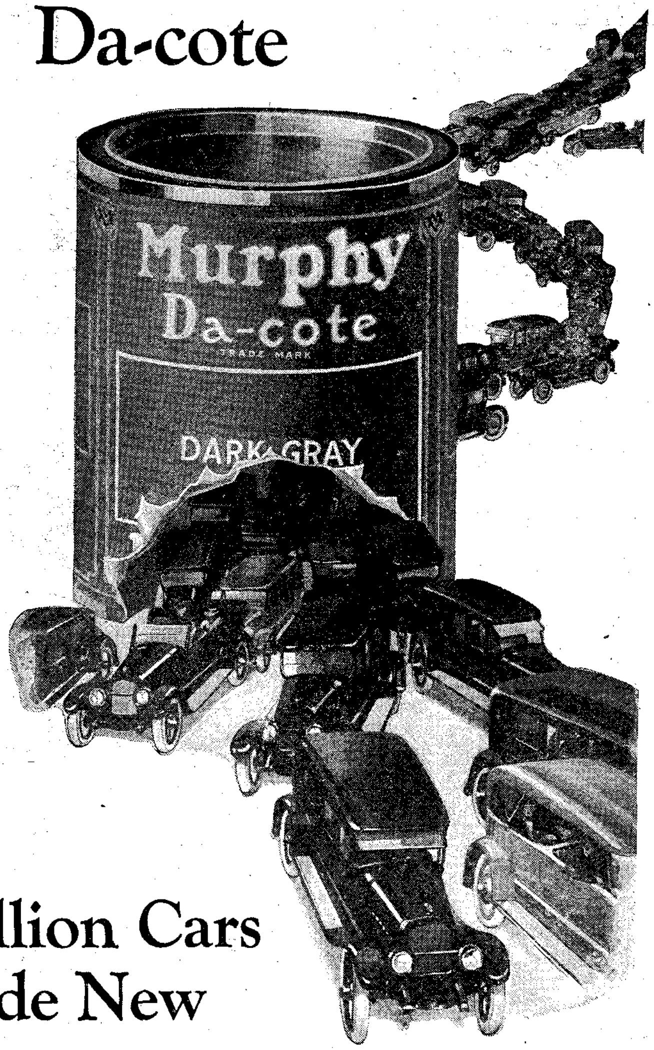
Paint Your Car
with Da-cote



A Million Cars
Made New

ISN'T your car actually running as well or nearly as well as the day you bought it? Maybe better! Does it need anything to make it a new car except a smooth, glossy coat of enamel?

Let's see what that means.

Next Saturday afternoon give the car a thorough washing and allow to dry thoroughly. Pry off the top of a quart can of Murphy Da-cote Motor Car Enamel and flow on a coat with a soft varnish brush. Lock the garage doors. Next day roll her out, pack in the family and flash a bright, brand new car on the neighborhood.

Doesn't sound difficult, does it? More than a million car owners have done this very thing.

Da-cote is so smooth that it flows just a bit before setting, so that all brush marks and laps disappear.

Da-cote comes in black and several popular colors. Send for a color card and for the name of a merchant who sells Murphy's.

Murphy Varnish Company
NEWARK CHICAGO
The Dougall Varnish Company, Limited, Montreal, *Canadian Associate*

SCIENCE AND INVENTION

Continued

many of their relatives, with the result th during the summer of 1917, and the yea since, the waters of Carquinez Straits ha become badly infested with these woo borers. The teredo family are what known as the mollusk type of borer, whic does not subsist upon the material bore from a wood, but is merely seeking to mak for itself a home in the wood as a prote tion against its natural enemies. Its a tion, therefore, in boring into the woo always starts in the infant or larvæ for and the holes which it bores, while ver minute at their entrance, are subsequentl enlarged so as to allow for the growth o the teredo.

"Their heads terminate in a sort of boring apparatus. The body is traverse through its entire length by two ducts, on of which serves for expelling the wood material bored from timbers or piling an the other for drawing in sustenance fro sea water.

"It has been demonstrated scientificall by a long series of investigations covering the Atlantic, Gulf, and Pacific coasts that the teredo can not exist in waters containing less than one-half of one per cent. of sodium chlorid or salt, and that the higher the salinity of the water the greater will be the danger from the mollusk type of marine borer. The salinity of ordinary sea water is about three per cent. The experiments referred to have also established the fact that this type of marine borer is always more active where there is a current in the water, because in such locations the food upon which the borer subsists is constantly renewed. This food consists principally of a marine plant form called 'plankton.' The pollution of sea water by sewage or oils is injurious to this plant growth, and hence we find that the marine-borer action is greatly reduced in polluted water. While the range of temperature controlling the action of the borer has not been definitely established, it is found to be much more active in the warmer waters, as, for instance, along the Florida coast and in the Gulf of Mexico. The rate of propagation of the worms is tremendous in the warmer waters, and cases have been known of one large female of the teredo dilatata species being responsible for one hundred million eggs.

"The gradual increase in the salinity of the water in Carquinez Straits is due to a number of causes. California, especially in the northern part of the State, has just passed through a series of years of low rainfall. During this period her irrigation projects in the northern part of the State have been greatly increased. Especially is this so of the northern end of the Sacramento Valley, where irrigation for rice-growing has diverted tremendous quantities of the water. At the same time, there has been going on extensive dredging in the delta of both the Sacramento and San Joaquin rivers and a straightening out of the river channels, as a result of which the rivers have scoured out their bottoms and reduced the hydraulic gradient, making it possible for high tides to reach farther up into Suisun Bay and the mouths of the rivers.

"Be that as it may, the teredo family had increased in the straits to such an extent that by February of 1920 Southern Pacific inspectors began to be alarmed about the piling on their wharves and slips and the bottoms of their ferry-boats, and very recently the Contra Costa was sent to dry-dock at Hunters Point, and on examination was found to be pretty well honeycombed in some sections with teredos. She is, therefore, having a thorough overhauling, certain sections of her bottom and sides being renewed, and is being given a copper sheathing. . . . . . .

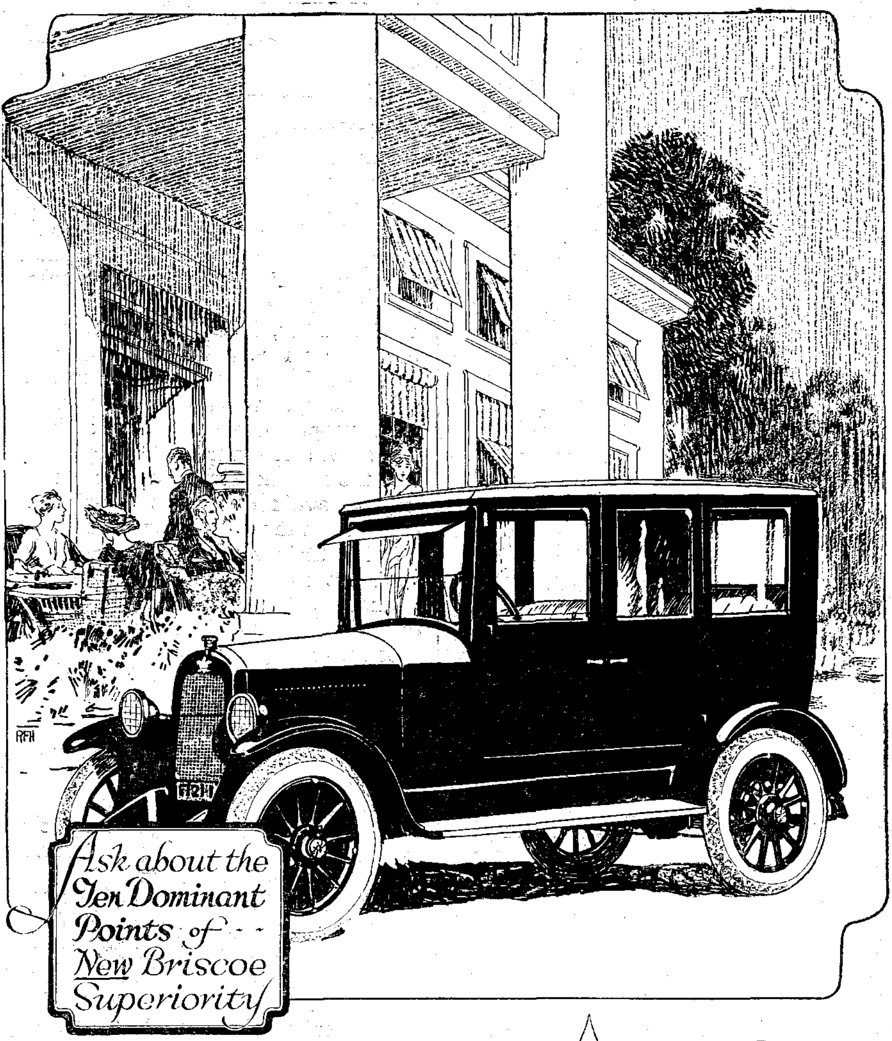
"It is a far cry from rice-growing in the upper Sacramento Valley to worms in the bottom of a ferry-boat at Benicia, and the connection between the two could not possibly have been foreseen six years ago by the Southern Pacific Company in building this wooden vessel.

"But the present condition should show irrigation engineers the advisability of research work to determine just what effect their reclamation programs will have in upsetting the nice balance of the ordinary processes of nature. The conditions affect other properties of vastly greater value than the Contra Costa and the Southern Pacific wharves and slips. Practically every wharf dock, foundation of buildings along shorelines, and all stationary marine structures in the upper San Pablo Bay, in Carquinez straits, and in lower Suisun Bay are involved by the teredo invasion. This would include much of the foundation piling at Mare Island, all of the water-fronts of Vallejo, Benicia, Martinez, Crockett, and much of the foundation work of the industrial plants at Pittsburgh and Bay Point. The definite lesson to be learned for all ship-owners, ship-builders, and others interested in extensions of docks and of all timber-work under low-water mark is that all materials for such structural work should be thoroughly treated with a proved toxic material with which the timbers should be impregnated to a depth sufficient to insure poisoning of the worm before it has penetrated to the interior."

SHOULD MICROSCOPISTS WEAR SPECTACLES?

IF you are accustomed to wear spectacles, should you, or should you not, remove them when you use an optical instrument, such as a microscope or a telescope? Experts seem not to be agreed on the subject. If the glasses simply magnify, there would appear to be no reason for using them in conjunction with the eyepiece lens of the instrument. A slight adjustment of focus would effect the same result. But glasses are worn for other reasons than merely to strengthen the lenses of the eye. The eyes of many persons are astigmatic—they distort the image in one direction or another and their glasses are shaped to correct this distortion. No focusing of the microscope eyepiece will help this trouble. Shall the astigmatic person wear his glasses when he uses an instrument, or shall he make up his mind that telescopes and microscopes are not for him? Some time ago *The Guide to Nature* (Sound Beach, Conn.) printed an article entitled "Do Not Use Spectacles with Microscope," which brought forth several letters of protest, perhaps the strongest coming from Prof. M. A. Bigelow, of Columbia University, New York. In that he says, as quoted in this magazine:

"It is dangerously misleading to many young people to say that 'spectacles should never be used with a compound microscope.' That is true so far as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Touring Car
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Compartment Roadster

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There is a world of room; and deep luxurious cushions give the final touch of restful ease.

You will say that by all standards of comparison the car should be much more highly priced; for it certainly embodies to the fullest every essential of enclosed-car desirability.

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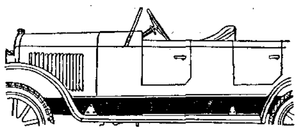
JACKSON, MICHIGAN

The Canadian Briscoe Motor Company, Limited, Brockville, Ontario

7-Inch Frame—
with wide flanges and further stiffened by four cross-members and large gussets—gives a firm "backbone" to the car, eliminating twistings and disalignments.



BOOKS *for Today*

NEVER before has the American public made such insistent demands upon the publishers for the type of book that goes beneath the surface of things-as-they-seem. A year of war and two years of reconstruction have gone far to awaken the social and economic consciences of the nation. Today the public reaches out consciously for books that will help it to solve the many problems that result from present day conditions.

To meet this demand the Abingdon Press has spared no effort to present a list of titles that will in every way come up to the recognized Abingdon standard. It is therefore in a position to offer a comprehensive selection of books; written along broad, constructive lines by men and women who are authorities on their subjects. Even a hasty glance at our extensive lists will convince the reader how wide a range of subjects has been covered. Below are a few titles of books that are presented this month with the assurance that they will be read with interest—and something more.

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Chancellor of Syracuse University

A strong and trenchant discussion of present-day social and industrial unrest.
The Syracuse Post-Standard says of it: "It will stand no doubt, as the most forceful utterance of the present hour in support of the case of the employer as such, the representative of organized capital as such, the antithesis of all forms of modern industrial radicalism."
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The Rebirth of Korea
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The Balkans
A Laboratory of History
By William M. Sloane
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The author has enlarged his text by something more than a quarter. The pages of the earlier editions have been revised, corrected and changed to correspond in the form of expression with the additional pages. The volume is a careful, lucid and scholarly review of the whole Balkan question, and in its revised form will be still more popular with students and general readers than were even the previous editions.
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NEW YORK CINCINNATI

SCIENCE AND INVENTION
Continued

spectacles are adjusted for old age, or for either far-sight or near-sight, but it is certainly quite wrong so far as astigmatism is concerned. In this defect one meridian of the eye is normal while the one at right angles is either 'far-sighted' or 'near-sighted.' Obviously the usual microscopic lenses can not adjust to this condition. It is, however, possible to have the proper lens built into the ocular at considerable expense, but requires great skill in using. The alternative is spectacles with proper correction for astigmatism and some soft cover for the ocular to protect the spectacle lens. There is no other way to avoid dangerous eye-strain. All of the cases in which I have found students injuring their eye by not using spectacles with the microscope were cases of pronounced astigmatism. I had the same difficulty in my college days until a great specialist straightened me out. Evidently you and your correspondent are cases without astigmatism but probably with age-sight, because the editor confesses to thirty years in microscopy and his correspondent is a 'veteran.' In the interest of science, and to avoid dangerous practise by numerous young people who have astigmatic eyes, I urge a prominent correction of the misleading statement.

"The head-line in *The Guide to Nature* should have read, 'Do not use spectacles with the microscope if you have far-sight, near-sight, or age-sight, but by all means use them if you have astigmatism.' That is the only scientific statement of the whole matter."

Professor Bigelow, we are told, referred his objection to the Spencer Lens Company, of Buffalo, New York, and was sustained by them in his opinion that the microscope should be used for near-sight or far-sight without spectacles, but not with eyes affected with astigmatism. The company makes the following suggestion:

"In fact, a great many people who have but slight astigmatism work very comfortably with the microscope without their glasses. Unless a person's eyes are very slightly astigmatic we would advise using the spectacles, especially if there were to be any long-continued sessions with the microscope. Spectacles are not comfortable to work with when looking through the microscope, and perhaps the nicest solution would be for the worker to provide a lens which would correct the deficiencies of the eyes when used with the microscope. Mount this lens in a mounting which will slip over the eyepiece but at the same time provide a means of holding the cylindrical axis at a proper angle. Unless some such device as this is resorted to, we would strongly advise the use of glasses with astigmatic eyes."

These opinions from trustworthy authorities would seem, says the editor, to be final, but upon extended correspondence he finds that they are not, but that experienced users of the microscope still maintain that spectacles should never be used with any optical instrument. He writes:

"One person who has had extended experience with the microscope makes this astonishing statement:

"'This is the first time in my life that I ever heard of an astigmatic person even trying to use the microscope. Spectacles should never be used with any optical instrument. Astigmatism and the microscope combined make the joke of the season.'

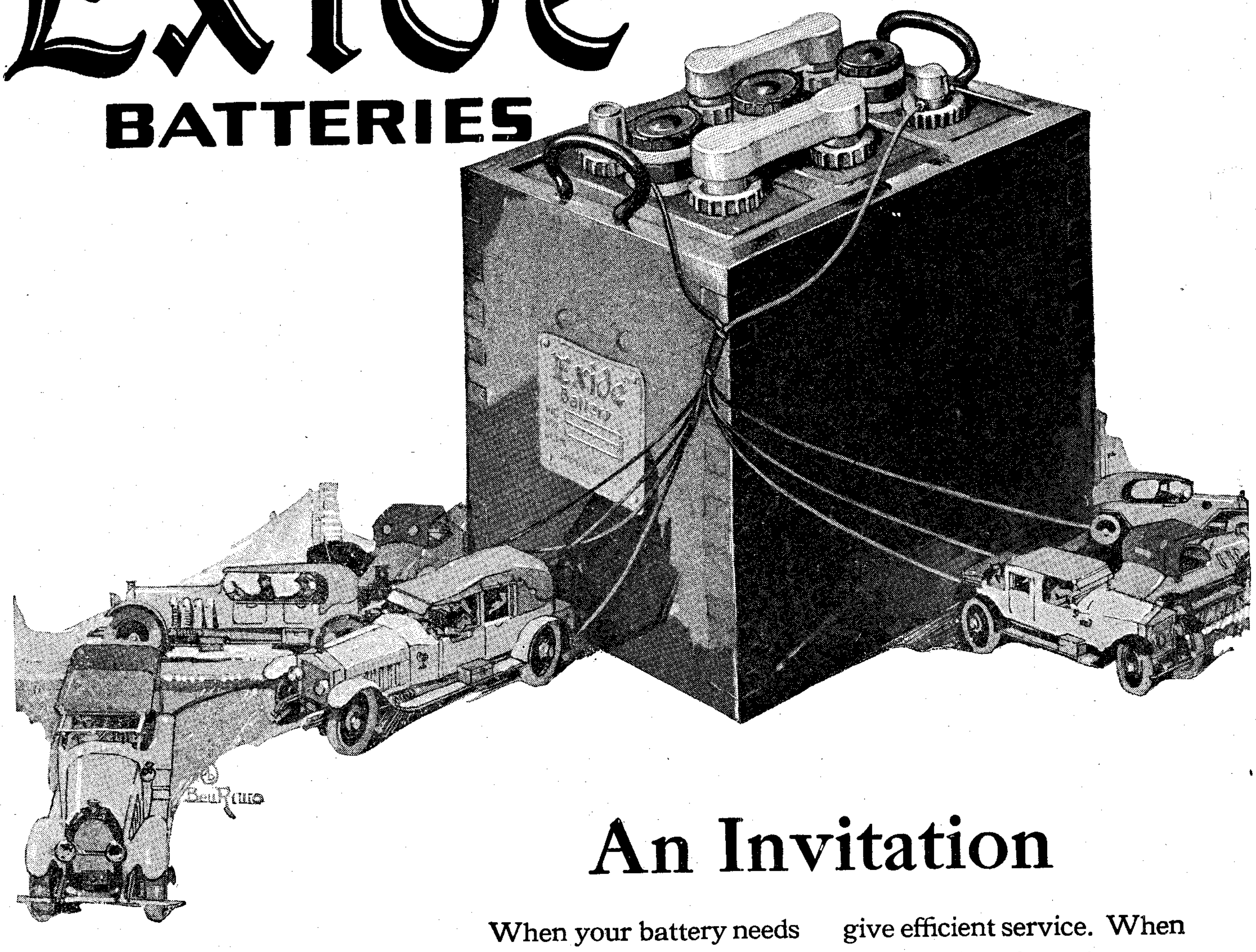
"The delay in publishing anything on the subject has been owing to the fact that several experts with the microscope to whom the question has been referred have not yet replied. When doctors disagree, who is to decide? The editor surely can not, but he is still of the opinion that spectacles with the microscope are pretty nearly if not quite an optical joke, because their use is equivalent to wearing two pairs of spectacles. If one's spectacles do not suit the eyes then one goes to the optician for another kind that will. To say the least, spectacles are inconvenient to use with the microscope."

PREACHING COAL ECONOMY

WHILE admitting the desirability of economizing in the use of coal, so as to make each ton go further, *The Iron Age* believes that the spirit in which some pronouncements to this effect are made is not calculated to stimulate further progress. The spirt in some cases, it says, is that of preaching that the nation has been, is now, and is likely to continue to be, unless it promptly takes the advice offered, very wasteful in its coal consumption. We read:

"It is not conducive to progress to insist that we have all been sinners and are all just as big sinners now. That view-point affords too much consolation for the individual. Incidentally, it is not true at all. There is scarcely an employment for coal in which a great deal of progress has not been made by some, not simply during a few years past but during many years. If it were possible to classify all the uses of coal and to state the total amount that would be required if all in a given line used the best methods that are practised by some the amount would be very much less than the amount now required. The better method of approach is to point out that there are already in existence models of efficiency. Industries do not need to be reformed *in toto*, but instead the laggards need to catch up with the most progressive. The iron and steel industry, for instance, shows some fine examples of efficiency. The by-product coking process is in very large part the property of the iron and steel industry, and there are in existence by-product ovens capable of carbonizing in the neighborhood of ten per cent. of the total bituminous coal production of the country. That represents a very substantial amount of progress, and more than two-thirds of that progress has been made in the past ten years. We are not standing still. Then in the matter of power generation great progress has been made in the past ten or twenty or twenty-five years. At long range view the progress has probably been more and more rapid as time passed. It is by emphasizing the fact that some men in the industry have been making much progress that those who are negligent can best be stimulated to do their part. It requires no great knowledge to see that if we did our work of to-day by the methods that were prevalent twenty years ago we should be consuming vastly more coal than we now require. We have economized in the use of fuel and we must simply continue to do so and with more vigor."

Exide
BATTERIES



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Please realize that, no matter what make of battery you have, it will be given expert attention at any Exide Service Station, and made to last as long as possible.

Batteries are thrown away every day that an Exide expert would economically put into shape to give efficient service. When your battery is truly worn out—and not before then—our service station will be glad to sell you an Exide, *the long-life battery.*

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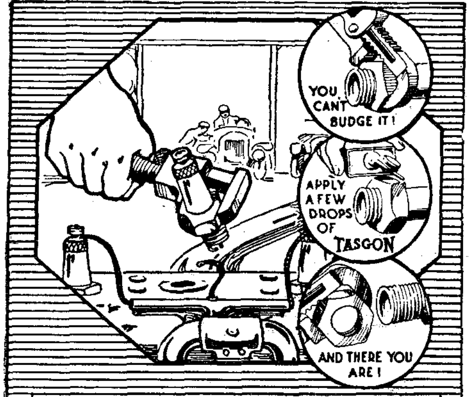
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APPLY A FEW DROPS OF TASGON
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The magic fluid of many uses

A FEW drops of Tasgon will instantly loosen the rustiest nut, bolt or coupling. It has a hundred uses—all in one. And will not injure any metal surface.

In motor cars it prevents carbon, stops squeaks in springs and brakes—even starts a cold motor quickly. Around the house it's a sure cure for that tight window latch or faucet—rust on the lawn mower—rust in or on any metal part.

For trucks, tractors, motor boats, farm implements—in factories, mills, mines, railroad shops, garages—anywhere that you use a wrench—use Tasgon.

Buy a can to-day (half-pint, pint, quart or gallon) from your hardware or automobile supply store. Or send $1.00 for a pint nozzle-top can—carriage charges prepaid—if your dealer cannot supply you.

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Another Polygon product—removes tar, grease, oil, spots and stains from automobile bodies, tires, leather cushions, carpets, rugs, upholstery. Cleans windshields and headlights. Will not injure finish or fabric. In half-pint and quart cans.

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INVESTMENTS ◆ AND ◆ FINANCE

RAILROAD-MOTOR TRUCK COMPETITION VIEWED FROM TWO ANGLES

AN evolution in transportation methods in the shape of the transfer of short-haul freight business from railroads to motor-trucks has been going on for some years, and has been notably accelerated by the increase in railroad freight-rates. This is, of course, a fine thing for the motor-truck business and in many ways for the public, but it means real competition for the railways. It has not as yet seriously affected their revenues, observes *The Wall Street Journal*, and it may ultimately prove a blessing, since the short-haul traffic is the most expensive to handle, and therefore not the most profitable. Nevertheless, continues this daily, speaking from the view-point of the railroads,

The motor-truck has created a problem not only for the railroads, but for governmental agencies and the community at large. With uninterrupted extension of the range of truck operation and constant addition to fast-freight service, to meet the needs of progressively decentralizing industry and supplement a system of steam transportation stunted by a decade or two of false public policy, we are in no position to measure the part which the motor is to play in our internal commerce a few years hence. At the moment, with the railroads carrying the largest volume of traffic in their history and still unable to meet the demand, conditions are peculiarly favorable to competitive enterprises, despite the high price of gasoline and the poor condition of many highways. How these variable factors are to shape up as the country returns to so-called "normal" conditions remains to be seen.

Some aspects of motor transport and of the whole question of transportation, however, are already pressing for attention. *The Railway Age* comments upon the fact that truck lines have taken to themselves a substantial traffic between New York and points up the river as far as Albany, in competition not only with the railroads but with boat lines on a water route of ample breadth and depth. What *The Railway Age* fails to mention is the hugely important fact that motor transportation is subsidized and exists solely by reason of its subsidy, just as water transportation upon artificial waterways exists because of the similar provision by the taxpayers of its right of way and road-bed free of initial cost or maintenance expenditure.

The truth is that the country is bestowing upon competitors of the railroads an immense annual subsidy, which, in the case of the motor-trucks at least, is a highly popular item of the budget because of the millions of passenger-cars in use. No one proposes to do anything like it for the railroads, nor even to exempt them from taxation in proportion to the expenditure of public revenues in building up their rivals. It is a distorted fiscal practise, and the sooner it is corrected, as it must be some day, the better it will be for public morality and the business of sound government.

There is the further advantage for the truck operator in being at present practically free of State or Federal regulation of his rates and service. No sane person wants to see the kind of public-utility regulation we have heretofore had extended into new fields, but the discrimination is obvious and may come to be intolerable.

In an editorial on the effect of the new rail-rates on motor-trucking, *Financial America* declares that there is no doubt "that this comparatively new vehicle of commerce is about to enter a period of nation-wide development." The writer proceeds to point out how the shipping public profits by this development and why it is that higher rail-rates are bound to divert more and more business to trucks.

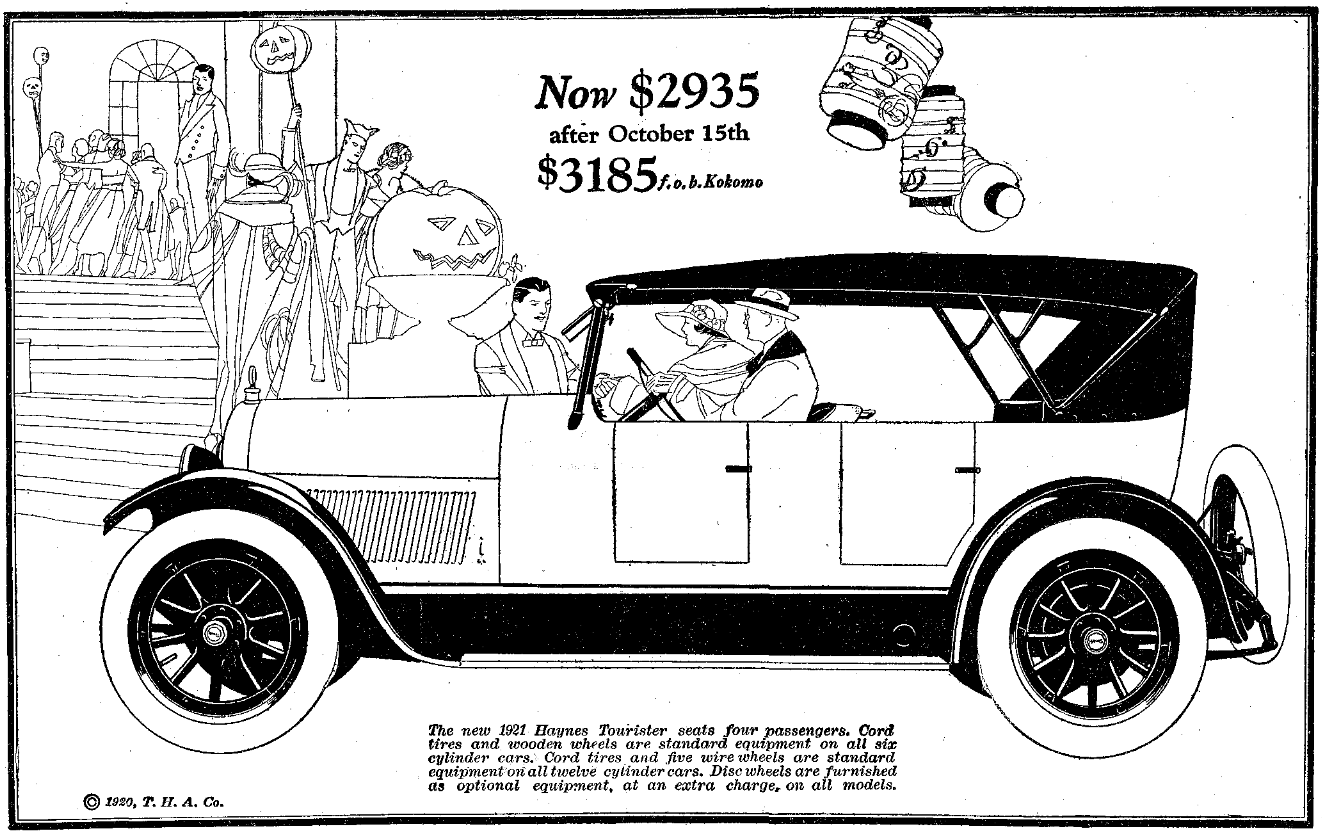
This is true particularly of shipments in "less than car-load lots." Examination of schedules published by the railway executives shows that freight thus classified pays twenty-five to thirty-three per cent. more in increases than car-load lots. The motor-truck has long been a bidder for shipments of small lots. The owners of the motor-truck express companies that cover the main highways between large cities in the closely populated States should experience an expansion of business as a result of these higher rail-rates on small shipments.

On a twenty-eight-pound tub of butter moving from the Chicago packing-house to Philadelphia the rail increase is 10.8 cents, or about $8.64 for a ton. On a bushel of potatoes from the near-by Jersey fields at Swedesboro the increase is 3.6 cents, or about $1.33 a ton of thirty-seven bushels. On a barrel of apples sent from the orchards near Penn Yan, in central New York State, the increase is 25½ cents, or about $4.60 a ton. On canned fruits from the canneries near Cambridge, Md., to Philadelphia the increase is $1.76 for the ton. On drest meats from the Chicago packing-house the rail increase is $9.68 per ton.

All these additions give an advantage to the motor-truckman outside of the great gain in time over rail freight, which may occupy from a week to two months in covering the routes mentioned, dependent on the degree of congestion and the working of priority regulations. Owing to ruinous delays during the last year many manufacturers of small and valuable products have been using the motor-truck to the exclusion of other carriers. This has been a useful resort in the delivery of seasonable goods which suffer most from delays in transport.

It is estimated that under ordinary road conditions the five-ton truck will drag to market for the shipper a five-ton trailer, giving a total load of ten tons. The increase shown by the railroad-rates on such ten-ton lots of farm products ranges from $13 near by to $86 at such long distances as that of Chicago to the Atlantic coast. If the motor-truck can save the increase to the shipper and consumer, it will establish itself on many new routes.

A saving of the minimum amount, $13, on a daily trip from the near-by shipping point would give for 300 working-days



The new 1921 Haynes Tourister seats four passengers. Cord tires and wooden wheels are standard equipment on all six cylinder cars. Cord tires and five wire wheels are standard equipment on all twelve cylinder cars. Disc wheels are furnished as optional equipment, at an extra charge, on all models.

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SAVE $250 ON YOUR NEW 1921 HAYNES

Now $2935—cost of production compels
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THIS beautiful car, in its new 1921 presentation, has more than won the admiring approval of motorists. Although it is cozy—an ideal four-passenger car—it has none of the inconvenience ordinarily associated with a car of this type. Its four doors give ease of entrance and exit from both front and rear seats. Heavily upholstered, its roomy seats invite its passengers to a comfortable ride.

The pleasingly rakish lines of the lustrous aluminum body, the thoughtful fittings and conveniences—all these contribute to pride of ownership and satisfaction in use.

Because the body is mounted on the regular 132-inch Haynes chassis, the Tourister possesses unusual roadability. Low-swung, high-hooded and with the wind shield set at a rakish angle, the Tourister's appearance is truthfully indicative of the splendid strength and potent, velvety power of the renowned Haynes motor which drives the car, swift and unswerving wherever the owner desires to be carried.

The high, flat-edged body sides allow the passengers to ride low, a riding position which gives them a justifiable feeling of security. Like all Haynes productions, it is more than ninety per cent. Haynes-made—designed, built and finished in the great, modern Haynes factories.

The new 1921 Tourister has the improved instrument board with the finger-controlled starting and lighting mechanism.

THE HAYNES AUTOMOBILE COMPANY
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INVESTMENTS AND FINANCE
Continued

$3,900 a year. At this rate the truck and trailer would quickly pay for themselves.

The Boston manufacturer who has been compelled to send his shoes to Philadelphia by motor-truck will find no inducement to resume rail shipment in the increased rates now demanded. He can put about 4,800 pairs of men's shoes aboard the five-ton truck and trailer. For a similar shipment by rail there has been added about $28. The difference is an additional incentive to the manufacturer to continue the use of the much faster truck.

The truck not only speeds the manufacturer's delivery, but it is loaded at his own door and unloaded at the door of his agent or customer in the distant city. Thus two local wagon- or truck-hauls between warehouses and freight-stations are saved. This same advantage is obtained by many other shippers and is one reason for the great growth in the use of motor transportation.

OUR PROSPERITY SHOWN BY FOOD-CONSUMPTION TESTS

AN estimate of our food consumption "is not a mere stock-taking of our national appetite, but a test of our strength as a nation," writes Homer Hoyt in *The Annalist*. Statistics, he says, show "that the United States is the banquet table of the world." Approximate figures can be obtained that will give an idea of America's food consumption as compared with that of other nations. We read:

> If all the food produced in the United States were divided equally among American families, each family of five would have three and one-half tons per annum, which would give each adult member of the family one ton of food a year. Mere absolute figures, however, indicate little, for it is literally true that the more we eat the more we think we want. The Department of Labor has constructed a model budget made up of actual quantities of food consumed by workingmen's families, and it found that 1,275 pounds of solid food and five hundred pounds of milk per man per annum was amply sufficient for health and comfort. But this standard of what Americans consider the very minimum of health and comfort is far above the minimum of existence. For the Japanese national diet shows an average annual food consumption of only 905 pounds per man per annum, while many classes of Russia are keeping up a spark of life with less than three hundred pounds of food annually for each adult member of the population. Again, compare the American annual solid food ration of 1,900 pounds for the adult with the 1,500 pounds furnished the soldiers of the A. E. F., which enabled them to go through the maximum possible physical effort and gain twelve pounds per man besides.
>
> The average American adult thus eats or wastes 1,900 pounds of food a year, contrasted with 1,500 pounds for the soldiers of the A. E. F., 1,275 pounds allowed by the budget of the Department of Labor, 905 pounds for the Japanese, and three hundred pounds for many of the hapless victims of the Bolsheviki.

Turning to the matter of quality—

The American adult meat consumption

is two hundred and eighty pounds annually, contrasted with two and five-tenths pounds for the Japanese. American grown-ups have one hundred and twenty pounds of sugar every year, contrasted with fourteen pounds for the Japanese. We eat two hundred and fifty pounds of fruit per annum, compared with thirty pounds for the average Japanese. White bread, undiluted by bran, is our staff of life, and we eat bread, cake, and cereals to the extent of about four hundred and fifty pounds per man per annum, while the Japanese is nourished mainly by his annual ration of two hundred and eighty-two pounds of rice. Meat, fruits, white bread, and sugar may not be the best foods, but they are the most luxurious foods, and their presence in such abundance on American tables indicates how well off we are. For, in a pinch, we could substitute vegetables and coarse cereals for our expensive meats and cut the cost of living in half!

A table is given comparing various standards of food consumption. It shows "how far above the margin of subsistence we are, for the amount of food consumed by the Japanese has been sufficient to keep them in physical and mental efficiency and the surplus above that indicates how far a move we are from even the suspicion of want." These are the figures Mr. Hoyt presents:

FOOD CONSUMPTION PER MAN PER YEAR
(Pounds)

	Average United States*	A. E. F. Ration†	Standard Budget Dept. of Labor‡	Japanese National Diet§
Meat	280	456	140	2.5
Fish	21	..	21	50.2
Eggs	33	..	30	2.1
Legumes	50	56	28	35.4
Bread and cereals	450	410	340	309.4
Vegetables	600	456	420	459.4
Sugar	120	73	63	14.1
Fruit	250	27	200	29.7
Other foods	100	50	33	..
Total exclud. milk	1,904	1,528	1,275	902.8
Milk	760	12	500	2.2
Total	2,664	1,540	1,775	905.0

* Estimated by author from statistics of consumption of food in the United States. These figures include food wasted.

† From "America's Munitions," by Benedict Crowell, Government Printing Office, 1919, p. 438.

‡ From *Monthly Labor Review*, June, 1920, Volume X, No. 6, p. 3.

§ From "Standard of Living in Japan," by K. Morimoto, Johns Hopkins Press, 1918, p. 52.

Can the average workingman in this country pay for this amount of food? The writer in *The Annalist* thinks he can, and remarks:

The cost of the food on the annual menu which the Bureau of Labor says is ample for health would be about two hundred and forty dollars per adult per annum or eight hundred dollars per family at the high prices prevailing in this year of 1920. Since the average American workingman's income is $1,500, he has enough to keep the wolf away from the door. The A. E. F. ration cost $165 per man per annum, while the Japanese adult could satisfy his appetite for $24 a year in 1914 in Tokyo, and at present Japanese prices for about seventy-five dollars. The poor Russian workman with a monthly income of four thousand rubles, which had a prewar value of two thousand dollars, can now purchase only about ten pounds of black bread and a pound of butter a month with that sum, and it is little wonder that many have died of starvation because of their inability to

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After Cuticura

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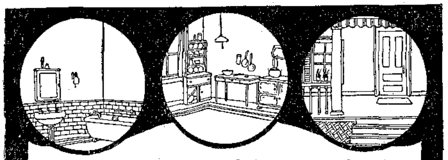

Use it for floors and walls in kitchen, laundry and bath room. Withstands hot or cold water and steam. Wears like iron. May be scrubbed with soap and water. Use lighter shades to brighten dark stairways, halls, pantries, etc.

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USN DECK PAINT

for porches, floors and walls
DRIES HARD OVERNIGHT

INVESTMENTS AND FINANCE
Continued

eat paper money. People are dying in Europe for the lack of what ten cents a day in American money would buy. A loaf of white bread a day would be a luxurious diet to millions at the present moment.

But American prosperity is shown in another way. Americans spend only forty-three per cent. of their income for food, while the Japs use sixty per cent. of their income for the same purpose. We could easily spend more for food if necessary.

INCREASING RAILROAD EFFICIENCY

BRADSTREET'S finds it "most encouraging" to note the recent improvement of the railroads in operating efficiency. The extent of the improvement that has taken place is said to be indicated by the fact cited in *The Railway Age* "that in the first week of August the number of car-loads moved was greater by 154,000, or about 20 per cent., than in the first week in June." The same traffic authority, we read further, "remarks that the amount of freight loaded in that week in the southern, central-western, and south-western sections was greater than ever before in the corresponding week of any year. There is no reason to doubt that the improvement has been continued up to the present time, it adds, and that, therefore, the volume of traffic being moved in the country as a whole is now larger than ever before at this season of the year." Statistics seem to support this view, remarks *Bradstreet's*, which continues:

> For instance, the amount of bituminous coal produced and transported in the week ended August 14 was 11,728,000 tons, the largest of any week in the current year. Furthermore, the accumulation of freight-cars waiting to be moved had been reduced on August 13 to 79,213, the most favorable record yet reported in 1920, while the number of deferred car requisitions, commonly referred to as the "car shortage," showed a reduction in the week ended August 7 to 119,359, a total materially less than in preceding weeks. The increase in the amount of traffic handled, the gradual breaking of the freight blockade, and the reduction of the car shortage are attributed chiefly to the efforts of the railroads to increase the average number of miles moved by each freight-car daily. Every gain of one mile per day in the average travel of each car is equivalent to adding approximately one hundred thousand to the available supply of cars. No car-mileage figures later than those for June have been published, but such as are available show that since the railroads were returned to private operation the record of the car movement has been as follows: In March, 23.4 miles, compared with nineteen miles in March, 1919; in April, when the "outlaw" strike occurred, 19.7 miles, against 19.9 in that month last year; in May, 24.1, compared with 20.1 miles in May, 1919, and in June, 25.1 miles, against 21.4 in the corresponding month of 1919. It is evident, therefore, that while the railroads have not yet reached the maximum of efficiency in operation which they are striving to attain, they have thus far made very satisfactory progress in that direction, all things considered.

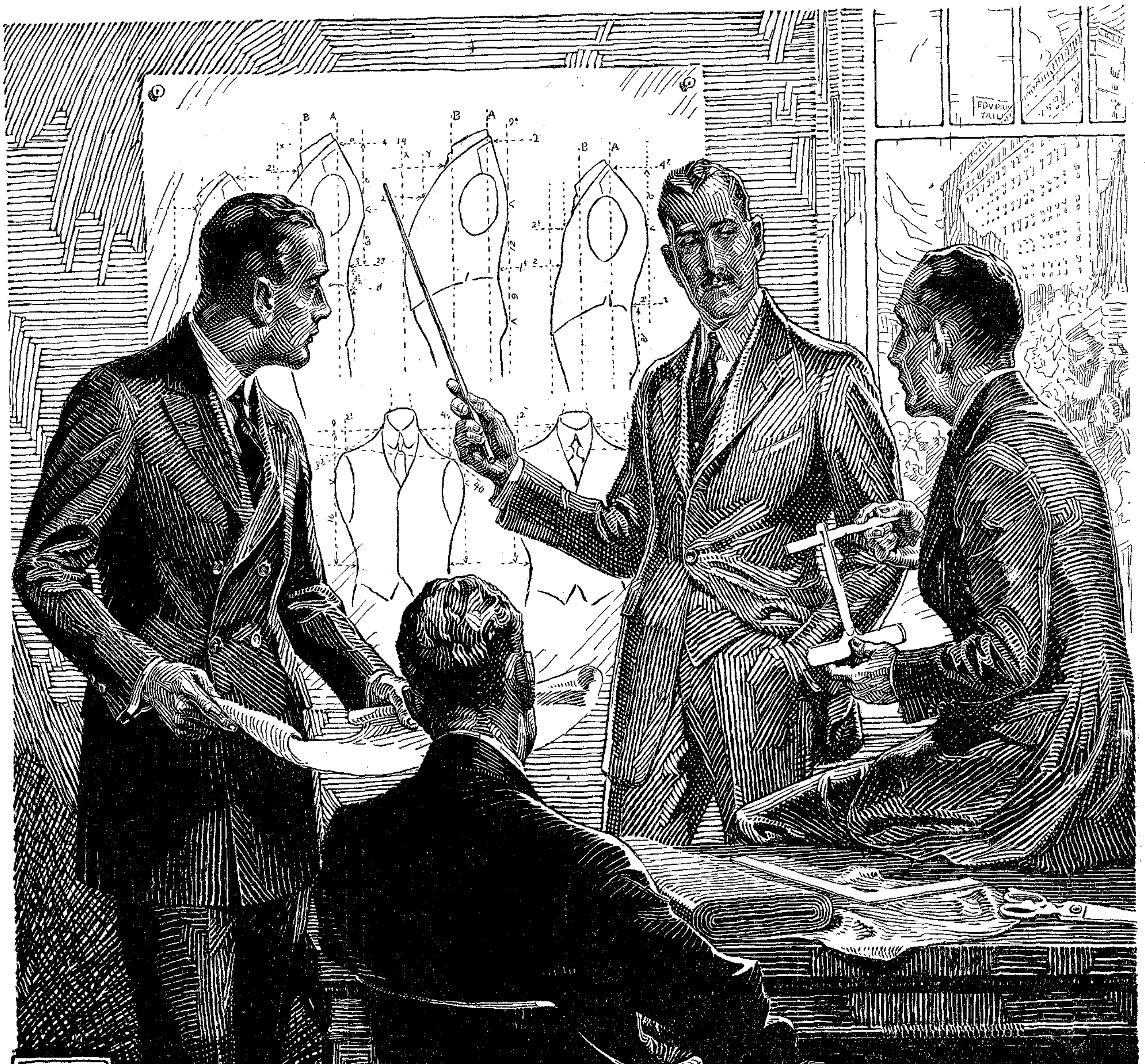
BRITISH BANKS GOING AFTER FOREIGN TRADE

SINCE the war there has been a noteworthy expansion of British banking activities throughout the empire and in all parts of the world, especially noticeable in the multiplication of foreign branches of British banks. During the latter years of the war, especially 1917 and 1918, there was a strong movement toward union among English banks, relates *The Statist* (London), and the numerous amalgamations and working agreements of this period aimed at consolidating the internal position to provide for the trying period of world reconstruction. The new units, with their banking strength much augmented, successfully sought expansion first in Ireland and then in Scotland, and now the position of British banks in international finance is further strengthened by the rapid growth of British interests abroad. This development also has brought home to leading foreign banks the necessity of establishing new or extending present connections in London, and *The Statist* continues:

> The recent action of the Bank of Athens in setting up a strong London committee to represent its interests in the United Kingdom is typical of the change. Among other examples might be quoted that of the Merchants' Bank of Canada, which opened here in December last, as the organization was considered incomplete without an office in the capital of the empire. Subsequently, the Banco Nacional Ultramarino, the state bank of the Portuguese colonies, also founded a London branch in order to extend trade and financial relations with our oldest European ally. The Tata Industrial Bank and the Bank of Nova Scotia are other institutions that have lately come into line. When the Imperial Bank of India, which represents an amalgamation of the three Presidency Banks of Bombay, Bengal, and Madras, has been finally constituted, it is expected to follow suit. The project of amalgamation has received the consent of the shareholders of the three banks concerned, but the bill embodying legal assent to the transformation was postponed some time ago for six months by the imperial legislature of India. It is probable, however, that a safe passage, tho with some modification, will be insured for the bill in the next session of the legislature of India in September. Developments will not end here. It is understood that other important institutions abroad contemplate the abandonment of the old system of representation by agents in favor of branches directly responsible to their own head office, and the National City Bank of New York has been prominently mentioned in this connection.

The Statist gives the following account of British banks abroad:

> Our own banks in entering fresh fields of endeavor abroad have usually formed new subsidiary companies or come to a working agreement with existing foreign institutions. The increase in the overseas activities of our banks has been particularly noticeable on the Continent and in South America. Developments in France have been numerous. The London County and Westminster Bank (Paris), Limited, is an example of a completely subsidiary establishment.



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is built on certainty instead of guesswork. No matter where you live, our dealer in your town can supply your tailoring requirements, in fine dependable woolens, and guarantee satisfaction—*at a fair price.*

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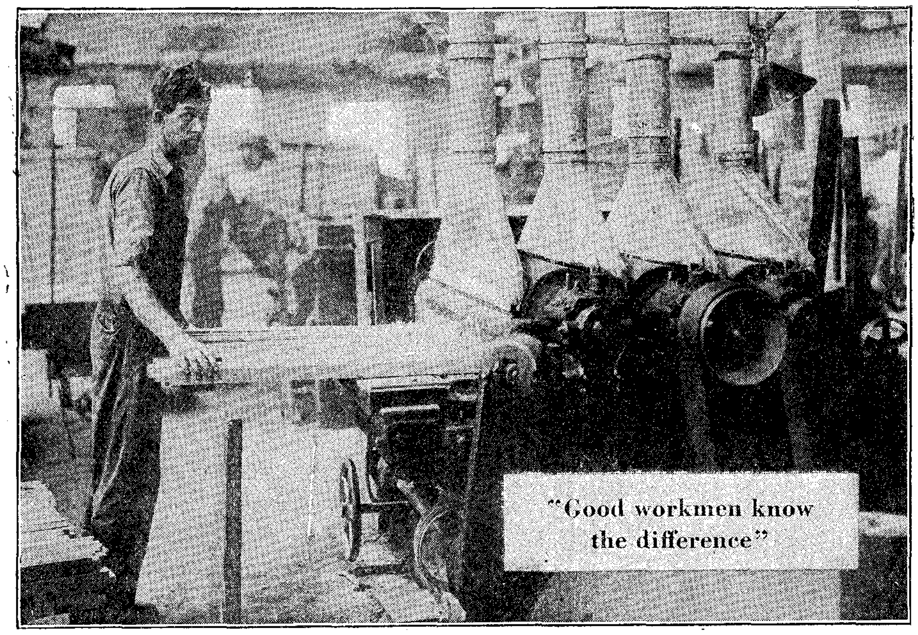
"Good workmen know the difference"

A Straight Line is—etc. Q. E. D.

"You'll wish you had a Ford," said the gatekeeper. And I did.

Long before I finished my trip through the Showers Brothers Company's great furniture plant at Bloomington, Indiana, I was fagged and footsore. But interesting? The Showers factory has it on any circus for interest.

The plant stretches straight away from North to South. A straight line is the shortest distance between two points. And that's how this company makes furniture—in a straight line—from North to South. Logs at the North end, chiffoniers or something at the South. No waste motion—straight line production.

"We'll take the same route a log does," said the human Arithmetic who was acting as guide, "and we won't back-track a single step."

Then he threw in his clutch. "Factory grounds, 69 acres; yearly consumption of lumber, 24,000,000 feet; our own forest; our own mirror plant; our own veneer plant; 25,000,000 feet of veneers a year; a finished piece of furniture every 40 seconds!" His record of statistics turned all through the trip.

Manning Speed-grits

Look for this trade-mark on the back of every sheet, belt or disc.

We stopped in the sanding room. Here a crew of big Six-Drum Sanders whirred busily as their fast cutting abrasive belts finished and smoothed the constant stream of wooden parts.

"Some speed here," I ventured. "*Got to be to keep up,*" *replied one of the Drum Sander operators*—Ezra Hamilton, his name turned out to be.

"How do we do it? Straight line stuff right through. If it's a question of tools the boss gets after the fellow using 'em. 'What's the best abrasive belt made?' he asked me about two years ago. 'Well, I dunno,' I began, 'but I guess—' 'Don't guess. Find out. Try 'em all,' he came back. Well, I made tests and—" He pointed to the fast-cutting Manning Speed-grits Belts which help Showers' sanding department to keep up to one finished piece of furniture every 40 seconds.

"There's the answer."

* * * * *

If you want to know what tools are right, ask the man who uses them. Whether it's saws or sandpapers—

Good workmen know the difference.

Send today for "The Difference Book." Address the Manning Abrasive Co., Factory and Laboratory, Troy, N. Y. Sales offices in Boston, Chicago, Cincinnati, Cleveland, Detroit, New York, Philadelphia, St. Louis, San Francisco and other principal cities. Look for Manning Abrasive Co. in your telephone book.

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Durundum Cloth
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Garnet Cloth
Garnet Combination
Flint Paper
Emery Cloth
Emery Paper

Manning Speed-grits Reg.U.S.Pat.Off.

Don't say sandpaper—say Speed-grits

INVESTMENTS AND FINANCE
Continued

Where an individual bank has not seen fit to organize a subsidiary abroad combinations of two or more banks have undertaken the task. Lloyds and the National Provincial Foreign Bank and the British Overseas Bank are illustrative of this method. The last-named represents a combination of leading English and Scottish banks with important interests not only at home but in South America and the Near East. As an alternative means of approach to foreign business, existing foreign institutions have been utilized. Thus the share capital of the modern Cox & Company (France), Limited, is held not only by the parent institution, Cox & Company, but by Barclays Bank, the National Bank of South Africa, the British Bank of South America, and the Bank of Taiwan. The diversity of interests embraced is almost paralleled in the case of the Bank of British West Africa. In its recent issue of one hundred thousand shares the London County Westminster and Parr's Bank, the National Provincial and Union Bank of England, and the Standard Bank of South Africa each participated to the extent of one-third, the South-African Bank taking the odd share left over in the division. Already Lloyds Bank was materially interested in the British Bank of West Africa, and the uniformly harmonious cooperation among the leaders of the British banking world is evidenced by examples such as these, in which joint direction of important enterprises is assumed and our banking magnates sit on common councils.

In the South and Central American field the Anglo-South American Bank has been particularly prominent, having affiliated with the Commercial Bank of Spanish America and the British Bank of South America. Its latest venture is associated with Chile, where a controlling interest has been acquired in the Banco de A. Edwards y Cia. In view of the great activity of United States banks throughout Latin America, consequent on the war-expansion in American trade, the extension of British financial influence in this quarter is a matter of urgent necessity, and we are glad of this proof that London banking interests are fully alive to the needs of the situation.

In the Near East the British Trade Corporation, in conjunction with the London County Westminster and Parr's Bank, Lloyds Bank, and the National Provincial and Union Bank, formed the South Russia Banking Agency. The National Bank of Turkey is affiliated to the Corporation. Lately British operations have further extended in the Near East among the newly founded states. The British Overseas Bank has taken a large share in the formation of the Anglo-Polish Bank, which incorporates an existing native bank. In the Far East a new type of venture, identified with the shipping company of that name, has been launched in the P. & O. Banking Corporation, Limited, in which the London County Westminster and Parr's Bank, Lloyds Bank, and the National Provincial and Union Bank of England are also participating.

In addition to new ventures, great activity is discernible in the revision of articles of association of older-established foreign subsidiaries to provide for the extension of business operations beyond the countries with which these undertakings were originally identified. Tho the linking-up of the fortunes of British banks with states which are still far from politically settled, and which have yet to justify their existence economically, may be viewed with disfavor by some, it is only by pushful and enterprising methods in banking that we can reestablish our old financial supremacy on a broader and surer basis, and with it our trade ascendency.

SAVINGS-BANKS FOR WORKING GIRLS

A NEW development in banking which may also be considered as an adjunct to the thrift campaign is the savings-bank for working girls. As *The American Banker* quotes from the news columns of the Philadelphia *Public Ledger:*

> In a part of St. Louis where within a radius of six blocks there are forty-four factories employing ten thousand girls, a savings-bank for working women has been established. Miss Olivia Brueggeman is the head of it. Associated with her as directors are ten girls from the Industrial Service Center Club.
>
> Deposits of twenty-five cents and upward are accepted, upon which 3 per cent. interest is paid.
>
> The bank is open only two nights a week —Mondays and Thursdays, from five to nine o'clock. The deposits go to the National Bank of Commerce.
>
> Miss Brueggeman says there is no intention to make money, the sole purpose being to start working girls on the road to saving, no matter how little, so long as it is regular, and then teach them how to make safe and profitable investments after they have accumulated a certain amount.
>
> Four hundred girls are associated with her in the undertaking. There are Industrial Service Center Clubs in eight American cities, and she expects all of them will introduce the Savings-bank for Working Girls plan.

HOW THEY DO BUSINESS IN SYRIA

PRESENT-DAY monetary systems and business methods in Syria are explained in one of our Government's *Commerce Reports*, which, in turn, obtains its information from findings of the French Commercial Bureau of the Levant, published in Paris. The New York *Commercial and Financial Chronicle* quotes from *Commerce Reports* as follows:

> At present, but with some exceptions, few if any commercial transactions are effected on credit. Cash is always demanded and even 25 per cent. of the value of the order is deposited, a condition which the customers accept readily, especially when they need the goods.
>
> The procedure employed is as follows: The commission agent is paid by the prospective buyer 25 per cent. of the total value of the order, and has a bank credit opened equal to the total value of the order; the deposit is placed at the disposal of the manufacturer and, upon arrival of the documents, the balance is paid by the bank, which in turn is reimbursed by the buyer upon delivery of the order. The Banco di Roma, which is very active and which is trying to make a place for itself in Syria, executes these transactions. This bank is already a serious competitor of the French banks.
>
> With regard to granting of credits on the spot by the supplier, the time has not yet arrived when such are necessary, except in very particular cases, and when the com-

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The Motrola is a small electric motor with a cord and plug which connects with any lamp or wall socket. Attaching the Motrola to your talking machine in place of the winding crank is a simple operation anyone can perform. The Motrola does not alter the construction of your machine or mar its woodwork.

Ask your dealer to-day about the Motrola, or write for name of dealer in your neighborhood.

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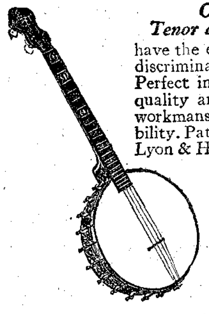
Haunt the spooky corners with Dennison's Hallow'en specialties of paper. Mystifying; amusing. Make the children's and grown-ups Hallowe'en parties gay. Dealers near you sell them.

Send 5c to Dennison, Dept. O , Framingham, Mass., for "Bogie Book." Your children will love "The Further Adventures of Jim, John and Jane." Send for it. It's free.

(80) What Next ?



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For the Dance Orchestra

The spirit of the modern dance demands a distinct element of action in the music. No dance orchestra is up to date without the tenor and mandolin banjos to put pep into the movement.

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have the endorsement of the most discriminating orchestra leaders. Perfect in scale, superior in tone quality and volume, faultless in workmanship, unequaled in durability. Patented truss construction, Lyon & Healy made pegs, Kerschner tail piece, improved patent brackets. The highest standard in these popular instruments.

All leading houses sell them, but if your local dealer cannot supply you write to us for prices and full information.

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62-94 Jackson Boulevard

INVESTMENTS AND FINANCE

Continued

mission agent or customer are known to the supplier.

There are even transactions according to the category of goods (especially Egyptian) which are made on consignment. But the question of credit will have to be considered more seriously when competition becomes firmly established; that is, when the different producing countries are able to supply the same commodities at more or less the same prices.

The monetary system existing to-day in Syria is greatly complicated, and it can be said that each town has its own money and exchange. At Beirut large payments are made in Egyptian paper money. But as subsidiary money of less than five piasters is lacking, old Turkish silver and nickel coins are used. In Lebanon and in the interior Turkish piasters are also in use. Gold circulates in much larger quantities than one would expect, especially at Damascus and Aleppo.

In Palestine Egyptian money is accepted everywhere and is made use of effectively. In Cilicia almost nothing but Turkish paper is employed.

LIFE-INSURANCE NOT KEEPING UP WITH PRICES

"HAS not the value of life increased?" asks *The Spectator*, an insurance journal, as it notes that the amount of money being spent for life-insurance has not increased in the same proportion as the money spent for everything else. In connection with the figures which it has compiled and which we are quoting below, *The Spectator* notes that while life-insurance has increased materially in the last five years, it "has not done so to so great an extent as property-insurance." The writer continues:

> With merchandise and materials of all kinds priced at something nearing double the cost five years ago, life-insurance has increased about fifty per cent. only. Fire-insurance premiums, on the other hand, have very nearly doubled in amount, while some of the miscellaneous lines of property-insurance show even greater increases.
>
> With the products of each individual worth nearly if not twice what they were five years ago, the value of each human life is now worth at least twice what it was formerly. The average estimate of the individual of himself is shown by the average size of his life-insurance policy. In 1915 this estimate was about $1,854, being the average amount of ordinary life policy, while in 1919 it was only $2,037, an increase of only $186, or about ten per cent.! This is startling, and indicates that most persons are wofully underinsured. It means that the average man's life insurance to-day would buy but little more than half what it would five years ago.
>
> It is most gratifying to note that the number of persons insuring their lives is constantly increasing, increasing at a rapid rate, the number of policies in force now being about fifty per cent. larger than were in force five years ago. The sums insured under each policy are still far too small, and are inadequate in view of prevailing prices. Policyholders should lose no time in adjusting their life-insurance to some more nearly adequate amount by proper increases.
>
> It is *inconceivable* that the average man on the street would admit that his life was worth only $2,000, when the average estimate of such individual life is placed by the United States Department of Labor at $7,500 on men in all walks of life. But the figures here given indicate that he does not fully protect his life's worth as figured out by the Government officially.

Naturally the insurance editor argues from all this that more people ought to take out insurance and people now carrying insurance ought to take out more. The *Spectator's* figures are as follows:

LIFE-INSURANCE IN FORCE IN THE UNITED STATES

December 31	*No. of Policies*	*Amount*
1915	9,890,264	$18,349,285,339
1916	10,698,452	19,868,270,425
1917	11,581,701	21,965,594,232
1918	12,768,019	24,167,111,90
1919	14,433,272	29,392,249,95

FIRE-INSURANCE IN THE UNITED STATES

	Premiums	*Losses*
1915	$353,900,590	$193,515,307
1916	401,940,508	213,857,32
1917	506,114,518	239,249,32
1918	589,435,959	280,629,182
1919	690,674,573	297,915,66

VOLUME OF MISCELLANEOUS INSURANCE IN THE UNITED STATES

	1915		
	Premiums	Losses	Ratio
Accident	$36,977,988	$17,197,415	46.5
Health	7,891,030	3,705,713	46.9
Liability	35,537,231	22,262,841	62.6
Workmen's compensation	36,476,826	17,717,462	48.5
Fidelity	8,294,341	2,752,373	33.2
Surety	14,538,469	4,569,410	31.4
Plate Glass	4,865,675	1,843,961	37.9
Burglary and Theft	4,750,001	1,792,101	37.7
Steam Boiler	3,019,587	185,556	6.1
Auto and Teams, Property Damages	6,692,937	2,626,438	39.2

	1916		
Accident	$41,946,458	$18,687,204	44.5
Health	9,292,065	4,501,239	48.4
Liability	42,396,805	22,181,639	52.3
Workmen's Compensation	56,252,817	29,511,181	52.4
Fidelity	8,876,938	2,406,355	27.1
Surety	16,879,774	4,340,699	25.7
Plate Glass	5,158,663	2,685,902	52.0
Burglary and Theft	5,427,977	1,932,022	35.6
Steam Boiler	3,449,706	261,813	7.6
Auto and Teams, Property Damages	9,557,592	3,853,173	4.

	1917		
Accident	$43,575,777	$21,529,738	49.3
Health	9,658,042	4,769,648	49.3
Liability	51,691,032	24,034,260	46.3
Workmen's Compensation	79,209,346	38,127,756	48.1
Fidelity	10,058,342	2,556,316	25.5
Surety	19,066,576	5,416,949	28.4
Plate Glass	5,906,931	2,899,218	49.0
Burglary and Theft	6,476,993	2,686,052	41.4
Steam Boiler	3,599,334	347,331	9.6
Auto and Teams, Property Damages	14,696,116	6,546,323	44.5

	1918		
Accident	$45,858,462	$20,664,296	45.1
Health	9,290,586	5,946,792	64.0
Liability	65,790,706	26,623,329	40.5
Workmen's Compensation	116,064,692	44,262,935	38.1
Fidelity	11,288,160	3,067,852	27.2
Surety	18,779,598	5,460,779	29.1
Plate Glass	7,636,113	3,600,957	47.1
Burglary and Theft	7,786,099	2,869,485	36.8
Steam Boiler	4,263,564	427,741	10.0
Auto and Teams, Property Damages	16,045,519	7,907,105	49.3

	1919		
Accident	$55,636,836	$21,221,986	38.1
Health	13,065,949	7,274,968	55.7
Liability	75,537,871	33,536,650	44.4
Workmen's Compensation	126,707,882	54,704,452	43.1
Fidelity	14,755,951	4,666,158	31.6
Surety	26,426,651	4,662,644	17.6
Plate Glass	9,488,146	4,385,401	46.2
Burglary and Theft	12,103,239	5,210,614	43.1
Steam Boiler	4,607,702	486,815	10.6
Auto and Teams, Property Damages	22,176,550	12,055,877	54.4

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For 1600 Years This Iron Pillar Has Defied Rust

The hot sun of India has beaten down upon it and it has been washed by torrential rains. Time has wiped out and re-made almost everything else around it, but the pillar stands and shows few signs of rust or corrosion.

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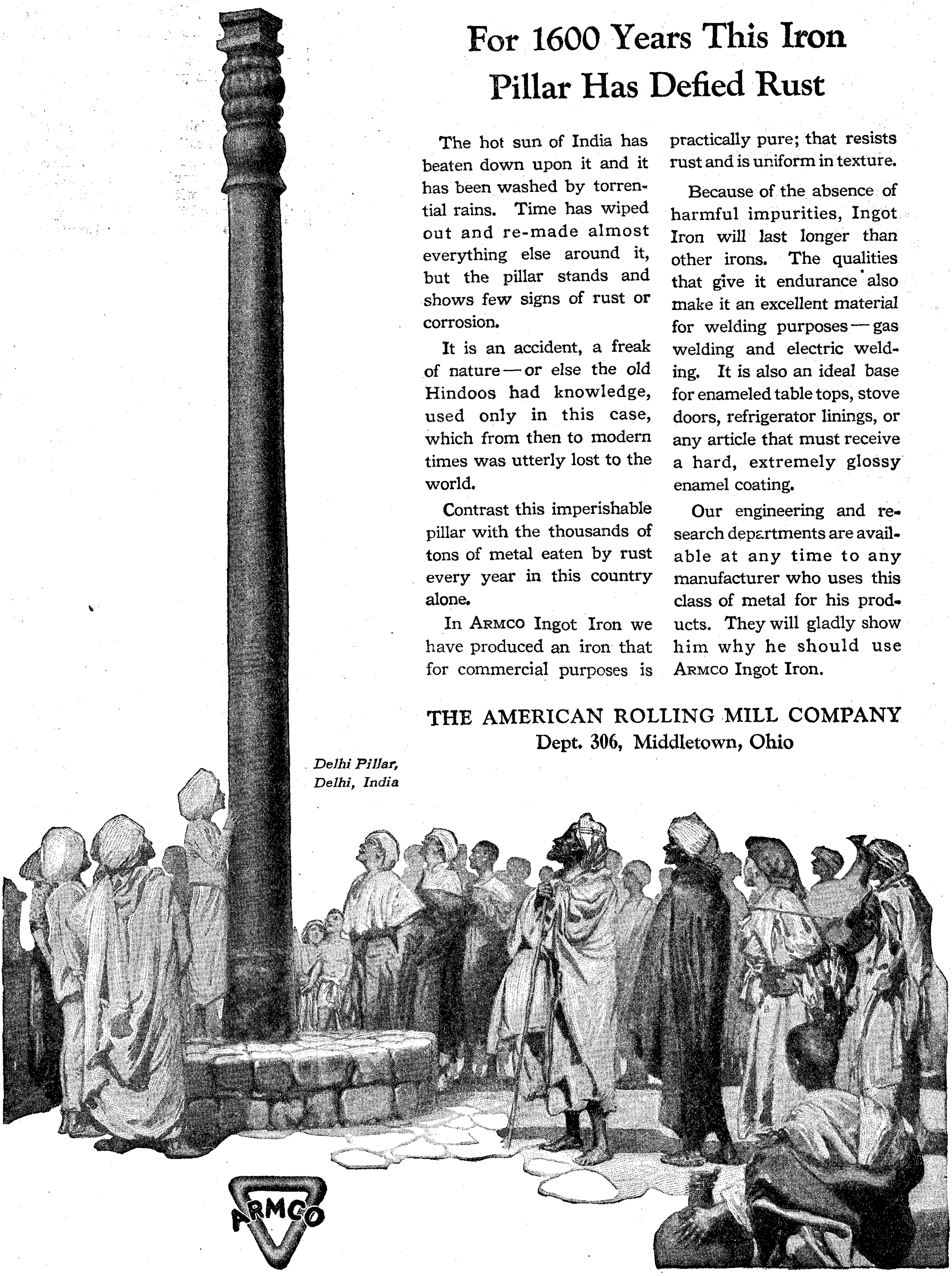

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IMPERIAL PRODUCTS

INVESTMENTS AND FINANCE
Continued

NEW ZEALAND'S FINANCIAL STRENGTH

A CONVINCING demonstration New Zealand's financial strengt the Auckland *Weekly News* notes editor ally, is furnished by the recent quarter statements of the commercial banks of tl Dominion. To quote the New Zealanc paper:

> During the period of the war the Government accumulated by means of extraordinary taxation a reserve of over fiftee millions, which was available at the conclusion of hostilities for the work of reconstruction. Private funds have been similarly accumulated in the past eighteen months, and with a period of commercial difficulties and financial stringency in prospect there are no less than twenty millions of uncommitted credit available to the private customers of the banks. These resources have been accumulated in exceptional circumstances, but they constitu a wonderful reserve against the conti gencies that may arise in the transitio from controlled to free trading. The average amount of private deposits during the December quarter of 1918 exceeded the advances and discounts by £1,930,784. Since then the continued sale of the Dominion's produce under favorable conditions of payment and shipment, with a severe curtailment of all expenditure, both within and beyond the country, has resulted in a remarkable expansion of the so-called idle money, so that in the last quarter private deposits exceeded advances by £19,808,511, a figure that again eclipses all previous records. This development is shown in the following table:

1919	*Deposits*	*Advances*	*Excess*
March	£38,848,826	£32,203,646	£6,645,180
June	43,005,929	32,410,706	10,595,223
September	45,372,885	30,149,774	15,223,111
December	45,569,975	32,106,756	13,463,219
1920			
March	50,665,091	32,042,043	18,623,048
June	54,598,092	34,789,581	19,808,511

> Compared with the returns for the June quarter of 1914, the deposits show an increase of 114 per cent., while advances have increased by only 47 per cent., the explanation, of course, being that wealth drawn into the country has not had its normal opportunities of employment. With the termination of the imperial requisitions, the demands upon the banks for assistance in financing the Dominion's export trade will expand, but the normal balance between deposits and advances is not likely to be restored until there is a wider revival of commercial and industrial activity. Importation of goods from abroad is still restricted by the dearness of all commodities, and while this condition forces private economy merchants and traders are not likely to transform their funds into stocks of goods such as they were formerly accustomed to carry. Similarly the shortage of labor and materials prevents the industrial enterprise that might otherwise be undertaken, tho there are signs of a growing confidence in legitimate ventures of this kind. State and municipal undertakings are, however, being undertaken on an increasing scale, and while individuals remain cautious in the adventuring of their funds they will no doubt welcome the security of investment offered by government and other public loans.

WE ARE PRODUCING LESS GOLD AND SILVER

GOLD and silver production figures for 1919 in the United States have been published by our Treasury Department. Summarizing these estimates, the Washington correspondent of the New York *Journal of Commerce* notes that our gold production for 1919 showed a decrease of $8,313,300, as compared with the previous year, while the production of silver was 11,127,694 ounces less than in 1918. This writer continues:

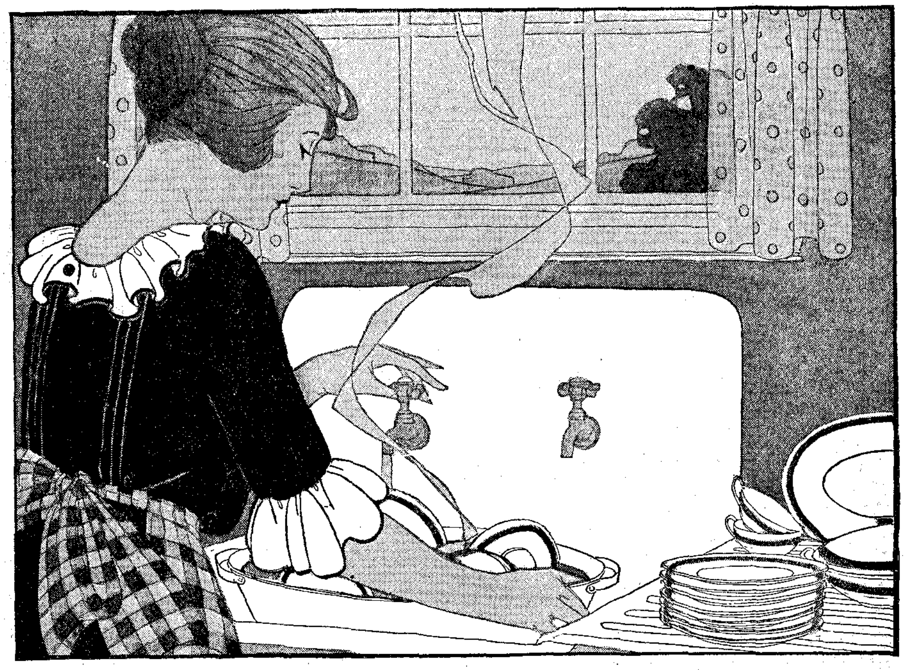
> The production of gold for 1919, it was estimated, was 2,918,628 fine ounces, with a value of $60,333,400. The output of silver for the year amounted to 56,682,445 fine ounces with a value of $63,533,652. Based on the average New York price of fine silver the value of the 1919 silver production was estimated at $1.12067 per fine ounce.
>
> In the production of gold California proved to be the largest source, producing 841,638 ounces of the metal in 1919, as compared with 495,810 ounces produced by Colorado, 481,984 ounces by Alaska, 222,965 ounces by Arizona, 225,384 ounces by Nevada, and 255,889 ounces by South Dakota, with the remainder of the States contributing smaller amounts.
>
> Montana was the principal silver-producing State for the year, yielding 15,012,258 ounces of silver in 1919, as compared with 12,542,623 ounces produced by Utah, 7,045,395 ounces produced by Nevada, and 5,966,606 ounces produced by Colorado.
>
> By States the production of gold and silver in 1919 was as follows:

GOLD

State	*Ounces*	*Value*
Alaska	481,984	$9,963,500
Arizona	222,965	4,609,100
California	841,638	17,395,200
Colorado	495,810	10,249,300
Georgia	34	700
Idaho	34,085	704,600
Illinois	....	....
Maine	10	200
Michigan	....	....
Missouri	14	300
Montana	116,918	2,416,900
Nevada	225,384	4,659,100
New Mexico	28,319	585,400
North Carolina	5	100
Oregon	53,029	1,096,200
Philippine Islands	41,119	850,000
South Carolina	5	100
South Dakota	255,889	5,289,700
Tennessee	271	5,600
Texas	19	400
Utah	109,661	2,266,900
Vermont	19	400
Virginia	....	....
Washington	11,436	236,400
Wyoming	14	300
Total	2,918,628	$60,333,400

SILVER

State	*Ounces*	*Value*
Alaska	690,151	$773,570
Arizona	5,702,911	6,392,222
California	1,153,614	1,293,051
Colorado	5,966,606	6,687,790
Georgia	8	9
Idaho	5,933,076	6,650,207
Illinois	6,000	6,725
Maine	4,142	4,643
Michigan	425,610	477,054
Missouri	75,991	85,176
Montana	15,012,258	16,826,790
Nevada	7,045,395	7,896,972
New Mexico	851,821	954,781
North Carolina	19	21
Oregon	236,620	265,220
Philippine Islands	15,715	17,614
South Carolina	2	2
South Dakota	122,068	130,822
Tennessee	97,554	109,345
Texas	539,483	604,690
Utah	12,542,623	14,058,650
Vermont	2,200	2,466
Virginia	8	9
Washington	258,270	289,487
Wyoming	300	336
Total	56,682,445	$63,533,652



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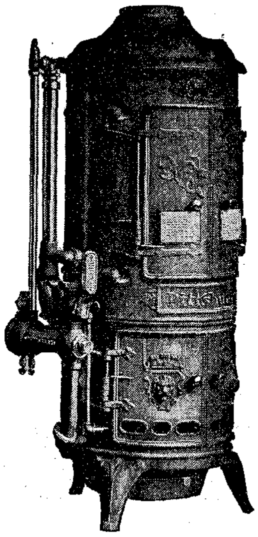

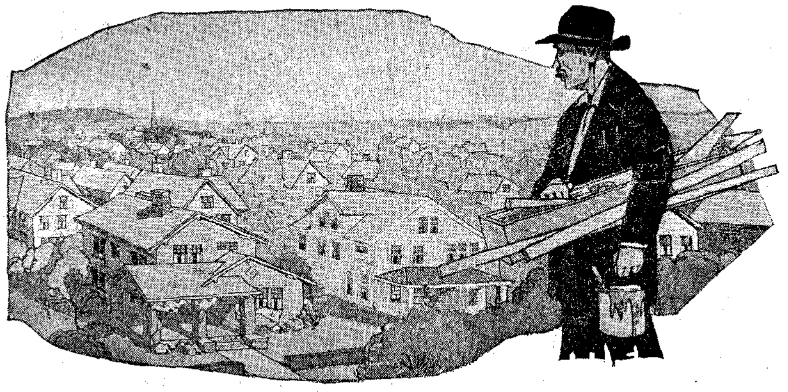

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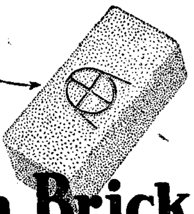


INVESTMENTS AND FINANCE
Continued

WHAT IS SPECULATION?

THE declaration of the founders of the new cooperative bank of the Brotherhood of Locomotive Engineers that their money will not be lent to speculators leads an established banking institution like the National City Bank of New York to wonder where they will draw the line. They will often, we read in one of the New York bank's bulletins, be puzzled to decide just what is speculation and what is legitimate business. That is, continues this bulletin, as quoted in *Financial America:*

There are not many business operations which have not some element of speculation in them. The farmer who plants a crop is making an investment in the expectation of a larger but more or less uncertain return in the future, and the man who buys the farmer's crop when it is harvested and carries it and distributes it throughout the year to the consumers is acting from a similar motive and rendering a necessary service.

The party who buys commodities when he thinks they are lower than conditions warrant, with the expectation of selling later at an advance, is a speculator, but such dealings broaden the market and tend to stabilize it.

Is it legitimate to store eggs in June for consumption in January? Who knows what it is safe to pay for eggs, or lend upon eggs, in June to be stored for the winter market? Who knows how freely hens will be laying next fall and winter? And if, as the season develops and conditions change, the original purchaser of June eggs concludes to sell to a secondary purchaser who will carry them the remainder of the season, is either a pernicious speculator? Would the interest of the public be served by requiring the producer to carry the eggs from June to January, or by forbidding the first dealer to sell them to another dealer? Can the second dealer get a higher price for the eggs in January than the first dealer could have obtained if he had carried them the full time, and is there gain or loss to the public in having a free market for eggs? Just where does pernicious speculation begin?

Just now there is an appeal for bankers to lend money to wool-growers to enable the latter to carry their wool until prices recover from the recent slump; and, on the other hand, a general demand that bankers shall not support the withholding of products from market.

Is it legitimate to lend money on stocks and bonds? They represent tangible property, *i.e.*, lands, buildings, machinery, goods. Is it legitimate to lend on the pledge of such property, or would it be in the public interest to deny to its owners the right of using their credit?

Of course, these questions come up to bankers in many phases, and discrimination must be exercised according to the circumstances of each case and the conditions of the time. At the present time the pressure for credit is so great that there is necessity for discrimination in favor of the most essential uses, as there is in apportioning railroad-cars, but in ordinary times it is safe to say that the public would no more want arbitrary regulation of business by the bankers than by the railroad companies.

CURRENT EVENTS

AFFAIRS IN RUSSIA AND POLAND

September 15.—It is reported from Warsaw that the Lithuanians and the Poles are again engaged in hostilities.

It is announced that Kovel, in Volhynia, has been occupied by the Poles, who took three thousand prisoners and a large quantity of war-material. The loss of this city deprives the Bolsheviki of railway communication between the Pinsk district and the southern front.

New successes for the army of General Wrangel, anti-Bolshevik leader in southern Russia, are announced in Constantinople advices reaching Paris.

September 16.—Alarming reports reach Berlin regarding the situation in the coal-fields of upper Silesia, where, under the Peace Treaty, the population by a plebiscite must decide whether the area is to remain German or to become Polish. Polish troops are said to be concentrating near the German frontier to invade this region.

According to semiofficial dispatches reaching Tokyo, concrete plans for Bolshevizing the world have been perfected in Moscow and agents shortly will be detailed to America, Japan, China, and Asia for the campaign.

September 17.—Georg Tchitcherin, Russian Bolshevik Minister of Foreign Affairs, addresses a note to the Italian Government in which he criticizes the note of Secretary Colby of August 10 to the Italian Ambassador in Washington. The Bolshevik Minister says the distinctions drawn by Mr. Colby between Poland, Finland, and Armenia, and other sections of Russia which had declared their independence, are "impossible to understand and probably the result of insufficient information as to the real facts of national conditions in eastern Europe."

A report from Moscow says that Minister Trotzky, in a review of the military situation, declares that Russia is stronger than ever in a military way, and that a new offensive by the Russians is in preparation, through which it is purposed to give Poland a real desire for peace, which Trotzky says she now lacks.

The plebiscite which should have been held in Silesia some time ago has again been postponed because it is feared that another pro-German landslide might occur which would bring on war with the Poles.

September 18.—"White" Russia has been proclaimed a Soviet Republic, according to advices reaching Copenhagen from Kovno, Lithuania.

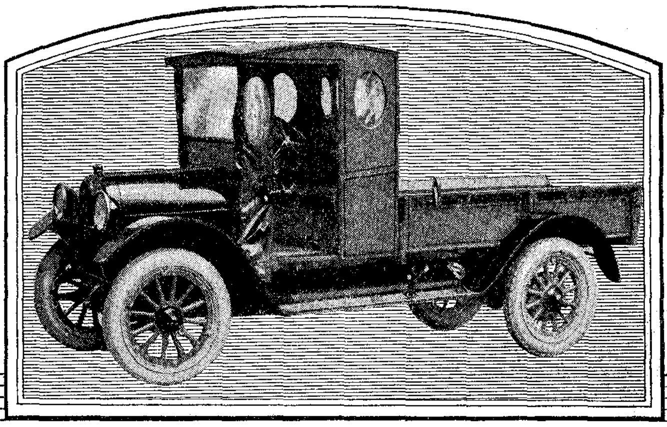
Polish successes are reported from Warsaw along a front of approximately two hundred and forty miles. The Poles are reaching eastward, have pushed the Soviet forces back at various points and captured various kinds of war-materials and hundreds of prisoners.

A victory for the Soviet flotilla in the Sea of Azof over General Wrangel's naval forces is announced in a statement from Moscow.

Delegates of the Russian Soviet and Polish Peace Missions hold their first meeting in Riga and arrange details for the regular conference which is to begin on September 21.

Resumption of offensive operations in southern Russia under General Wrangel is reported. It is stated that Bolshevik resistance there is being overcome and that several towns have been captured.

September 19.—Poland and Lithuania agree to suspend all hostilities, pending an inquiry into the issues at stake by



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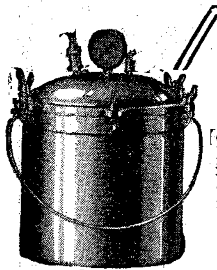

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CURRENT EVENTS
Continued

the Council of the League of Nations, it is announced in Paris. The Polish-Lithuanian accord came after the Council had called on the countries to cease hostilities.

It is reported from Warsaw that the Russians are concentrating heavy forces along the Niemen River, beyond the Polish northwestern front, preparatory to an offensive which is expected to begin in a few days.

September 21.—The peace negotiations between Lithuania and Poland have been broken off and the Polish delegation is returning to Warsaw. The break arose when Lithuania agreed to withdraw her troops behind the Foch line and insisted that the Poles retire a similar distance behind the line they now occupy. To this the Poles refused to agree.

The Lithuanian representative at Washington appeals to the State Department to use the good offices of the United States Government to prevent any excesses by Polish troops while in temporary occupation of Lithuanian territory, under the agreement reached before the League of Nations.

It is reported from Constantinople that General Wrangel's latest cavalry drive against the Bolsheviki in southern Russia has won him valuable strategic positions on the railway and resulted in the capture of more than two thousand prisoners and large quantities of supplies.

FOREIGN

September 15.—Premier Giolitti, of Italy, intervenes in the metal-workers' dispute and invites representatives of the employers and workers to meet him at Turin, says a report from Rome.

A clash between government troops and the radicals in Yucatan takes place near Yalcoba, according to advices from Mexico City. It is reported that a state of rebellion has been proclaimed in Yucatan, that a Soviet government has been established, and that a call has been issued by the Socialists to rally to resist the government troops.

President Deschanel of France agrees to resign, owing to ill health. The National Assembly will be convened soon to elect a new head of the Republic.

President Wilson and Premiers Lloyd George and Millerand are asked by the Albanian Government to compel Serbia to withdraw its troops from Albanian territory, according to advices reaching the Albanian Minister in Washington. The requests have been made, it is said, because the Albanian-Serbian conflict "has been lately assuming alarming proportions that might endanger the peace of the Balkans."

The Jugo-Slav Parliament ratifies the Treaty of Peace with Bulgaria, says a report from Belgrade.

The Czecho-Slovak Cabinet resigns on account of troubles caused by a breach between the Social Democrats, Moderates, and Radicals of the coalition Government.

September 16.—Preparations for recruiting an Italian Soviet Army are going on in Milan, Turin, Rome, Naples, and other large cities in Italy, according to reports from Rome.

The Council of the League of Nations meets in Paris almost unnoticed by the public and the press, according to reports from that city. It is said the French are becoming more and more hostile to the League. Among other things, France is suspicious of the movement on foot for the immediate entry of Germany into the League.

The "Reds" for the moment are all powerful in northern Italy, says a report from Milan. Many unsuccessful attempts have been made by the authorities and capitalists to put pressure on the Sovietized factories and in each case workers in other industries immediately rushed to a defense of the metal-workers.

President Deschanel of France presents his resignation. The National Assembly will convene at Versailles, September 25, to consider the election of a successor, according to an official announcement made in Paris.

September 17.—A time bomb is exploded at the Genoa Stock Exchange, according to London advices. Some damage was done, but there were no casualties.

At a Socialist meeting in Milan an order is read from Bolshevik Premier Lenine directing "Italian comrades who adhered to the Third Internationale" to begin a revolution immediately. The order produced great excitement, a majority of those at the meeting resenting Lenine's interference.

An attempted violation of the American Consulate at Genoa, Italy, by workmen displaying red flags is reported to the State Department at Washington.

The entire personnel of the railroad from Rome to Tivoli, belonging to a Belgian company, has seized the line and decided to operate it in the future for the benefit of the men, says a report from Rome.

Twenty-six nations have deposited ratifications of the League of Nations in Paris, according to advices from the State Department at Washington, Roumania being the latest signatory to take such action. The complete list of signatories which have deposited ratifications follows: Belgium, Bolivia, Brazil, British Empire (Canada, Australia, South Africa, New Zealand, India), Cuba, Czecho-Slovakia, France, Greece, Guatemala, Haiti, Italy, Japan, Jugo-Slavia (Serbs, Croats, and Slovenes), Liberia, Peru, Poland, Portugal, Roumania, Siam, Uruguay, and Germany.

The French press report that threats are made by both France and Sweden to withdraw from the League of Nations as a result of differences of opinion over the proposal to admit Germany. Sweden favors Germany's admission, while France opposes it.

For the first time since its organization, the Council of the League of Nations is asked to arbitrate between two nations in an endeavor to avoid war, the nations in question being Poland and Lithuania.

September 18.—The French Government sets the price of coal imported from America at thirty-two dollars a ton, according to reports from Paris.

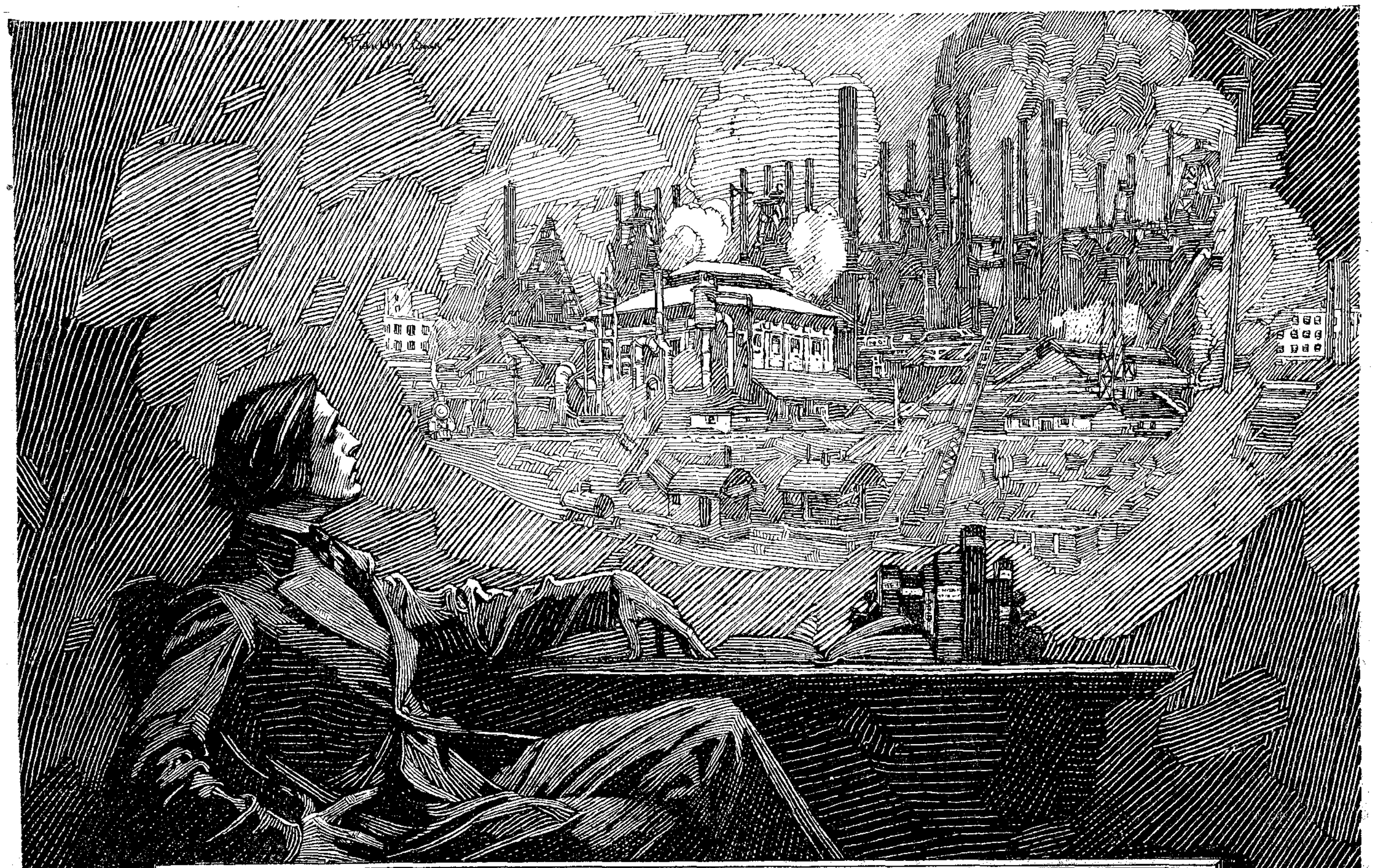
Thirty thousand workmen occupy the factories at Terni, in southern Italy, one of the most important industrial towns of the country.

The railroad from Rome to Tivoli, seized by the employees, has been returned to the owners after an agreement was reached for an increase of the men's wages.

Finland and Sweden agree to accept the intervention of the League of Nations for the settlement of the dispute between them as to the possession of the Aland Islands. A commission will be appointed by the executive council of the League to start an investigation and reach an early decision.

It is reported from Berlin that Germany's 1920 crop will be considerably short of the country's requirements. It is expected that Germany will have to import two million tons of breadstuffs.

September 19.—On invitation of Premier Giolitti, the employers and metal-workers send representatives to Rome to continue negotiations on the points



IMAGINATION

THE spirit of advancement is unloosed in imagination. Many of the castles built in the air have become wonderful realities for the profit of the people.

A man dreamed of a world that was round, and America was discovered. A man caught a vision of vast power from a tea kettle, and steam came to our aid.

Men saw through the eyes of their minds great carriers racing across continents and oceans, speech conveyed thousands of miles, ships flying through space and surging under water. They imagined machines that would write, add, sew, weave, print, picture motion, cut steel, talk; and the things they imagined came to life.

Then men with other imaginations took these creations and multiplied them, by scores, by hundreds, by thousands, by millions; so that it required a nation to consume them.

Yet other men of imagination saw these multiplied products made known to all who read; they saw imagination developed in the many, along with desire to possess. And advertising came to create this desire.

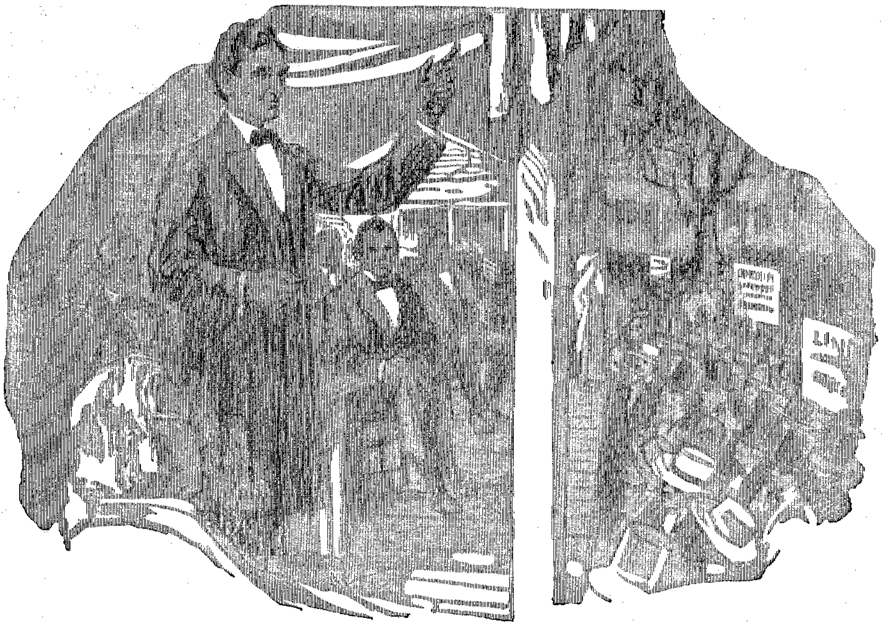
So from the minds of the inventor, the producer, the distributor, along to the creative makers of advertising, there is an unbroken chain of achievement. And not the least important link is advertising, for production is a liability until consumption is assured. That is why the experienced imagination of advertising has been so instrumental in making dreams of great industries come true.

That is why advertising is the provider of economic independence to production.

N. W. AYER & SON, *ADVERTISING HEADQUARTERS*

NEW YORK PHILADELPHIA CLEVELAND
BOSTON CHICAGO

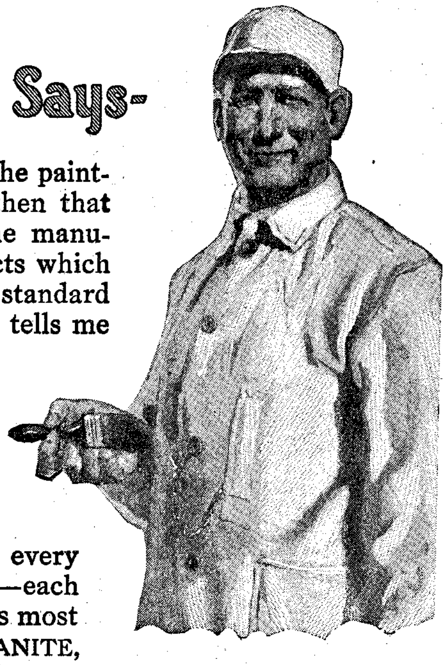
Keeping Everlastingly At It Brings Success



The Lincoln-Douglas Debate

The famous debate between Abraham Lincoln and Stephen A. Douglas, both campaigning for the United States Senatorship from Illinois, made the year 1858 ever memorable. The Lincoln-Douglas debate brought to a focus the varying views on sectional questions which the Civil War ultimately settled.

The Luxeberry Painter Says-



"1858 is a memorable date for the painting craft, too. For it was then that Berry Brothers first began the manufacture of those varnish products which have since become the world's standard of quality. And my granddad tells me they gave the same satisfaction then as now."

Berry Brothers made the first Hard Oil Finish—now known as LUXEBERRY WOOD FINISH. And the line developed until it includes a varnish for every household and industrial use—each the best of its kind. Perhaps most famous of all is LIQUID GRANITE, which is covering floors the world around. It's water-proof, of course; but its *durability* is a marvel to home-builders and home-owners.

Then there's LUXEBERRY WHITE ENAMEL made in pure white and the newer shades of gray and old ivory

You will be interested in our color booklet "Beautiful Homes." Sent free on request.

Liquid Granite
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Varnishes

For every varnish need there's a Berry Brothers product. The label is your guaranty of quality.

BERRY BROTHERS INC.
World's Largest Makers
Varnishes and Paint Specialties
Detroit, Michigan Walkerville, Ontario

CURRENT EVENTS
Continued

not yet agreed upon, looking to a settlement of the strike. An accord has already been reached as to an increase in wages, the granting of a week's vacation with full pay each year, and other minor points.

Sinn-Feiners in Tyrone carry out one of the biggest raids for arms in the history of Ireland, when they capture twenty automobiles from pleasure-seekers and drive around the country searching all houses for arms.

The Spanish Government is taking strict measures to prevent agitation both in Madrid and other parts of the country, according to Madrid advices. The authorities decide to permit workers' meetings of a social character only.

September 20.—Premier Alexander Millerand agrees to be a candidate for the Presidency of the Republic of France, to succeed President Deschanel, who has tendered his resignation.

It is reported from Rome that the General Confederation of Labor has ordered the workmen to leave the seized plants and resume normal work. It is said that the Confederation has guaranteed that order will be preserved.

The International Council of Women in session at Christiania, Norway, has indorsed the principle of the League of Nations, according to a message to President Wilson from the United States Representative.

A Peruvian plan to boycott vessels flying the Chilean flag is reported from Lima. The workers at the port of Callao refuse to load Peruvian products destined for Chilean ports.

September 21.—The coal-miners of Great Britain decide to go on strike September 27 to enforce their demands for a wage increase of two shillings a week.

Turkish Nationalist forces in southern Asia Minor continue their fight against French troops of occupation, says a Constantinople report. Ten thousand Turks and Arabs are besieging Adana and others are shelling Tarsus.

The town of Balbriggan, near Dublin, is sacked by Irish police in reprisal for the assassination of District Inspector Burke, of the Royal Irish Constabulary. Almost the entire district inhabited by working men is on strike.

DOMESTIC

September 15.—A drastic curtailment is scheduled for October 1, in the number of licenses issued by the Government to wholesale dealers in alcoholic liquors for medicinal and other legal purposes, according to announcements made in Washington. It is said the reduction may be fifty per cent.

A program designed to "rid" the Government of officials who do not observe or enforce "the spirit as well as the letter" of the Volstead Act is put under way at the first session of a national conference in Washington of the Anti-Saloon League officials. Impeachment proceedings were suggested as a means to compel lax judges to employ in a proper manner the penal provisions of the prohibition enforcement act in dealing with persons convicted of violating the law.

September 16.—An explosion believed to have been caused by a bomb takes place at Wall and Broad streets, New York City. Over thirty persons were killed and at least two hundred were injured. Windows were shattered for two blocks around and the damage from this cause alone was estimated at nearly a million dollars.

CURRENT EVENTS
Continued

rohibition Commissioner Kramer in an address before the Anti-Saloon League in convention at Washington declares that the dry-law enforcement machinery is inadequate. Mr. Kramer stated that in many communities prohibition cases were being dragged into Federal courts at the rate of ten to twenty a week, the result being jammed court dockets and delays in the trial of dry-law violator

hn L. Lewis and other international officers of the United Mine Workers of America are forbidden by a temporary injunction granted in the Supreme Court of Appeals of West Virginia to attempt to organize miners in the southern part of that State.

tember 17.—Attorney-General Palmer goes to New York City to take up the inquiry into the Wall Street explosion. Almost the entire field force of the Department of Justice has been put to work to solve the mystery surrounding the disaster.

he New York Board of Estimate offers a reward of ten thousand dollars for the apprehension and arrest of the person or persons guilty of causing the Wall Street explosion.

tember 18.—A drop in the general level of wholesale prices during August is reported by the Department of Labor. Foodstuffs decreased in price about twelve per cent.; farm products nearly six per cent.; cloths and clothing, 5¾ per cent.

tember 19.—Twenty-seven of the forty-three standard articles of food decreased in price between July 15 and August 15, according to the Labor Bureau's report. Potatoes fell 44 per cent.; cabbage, 41 per cent.; sugar, 14 per cent. Eggs, however, increased in price 11 per cent.

en out of a total of fourteen representative industries showed a decrease in the number of employees on the pay-roll in August as compared with July, according to a report of the Department of Labor.

rohibition has not proved a setback to the California wine-grape industry, according to reports from that State. There has been an unprecedented demand from all parts of the country for wine-grapes, at prices double those of past seasons.

ptember 21.—Delegates to the Seventh Annual Convention of the National Association of Retail Clothiers in Chicago say that clothing prices have reached their peak and are now on the down grade.

enry Ford announces a reduction of prices on all Ford Motor Company products to a prewar level as a step toward "restoration of business to normal conditions."

The New York Assembly, by a vote of 90 to 45, for the second time expels three of the five Socialist members who were expelled at the last session but had been reelected. Immediately thereafter the remaining two Socialists who had been seated at this session by a vote of 87 to 48, resigned their seats, characterizing those who had voted to expel their colleagues as un-American.

Representatives from twenty-eight foreign countries participate in the opening session of the Fifteenth International Congress against alcoholism, held in Washington. The chief object of these delegates is to study the effect of prohibition in the United States.

The Director of the Census announces the population of California as 3,426,536, an increase of 1,048,987 since 1910.

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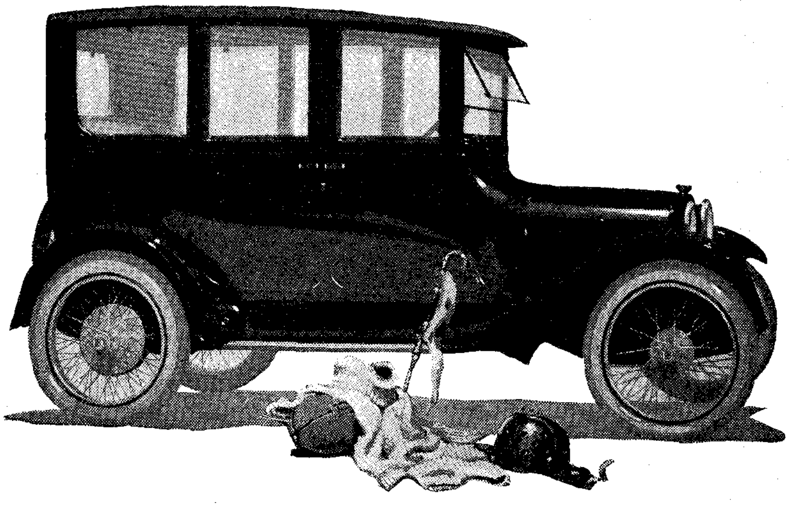
4 DOOR SEDAN

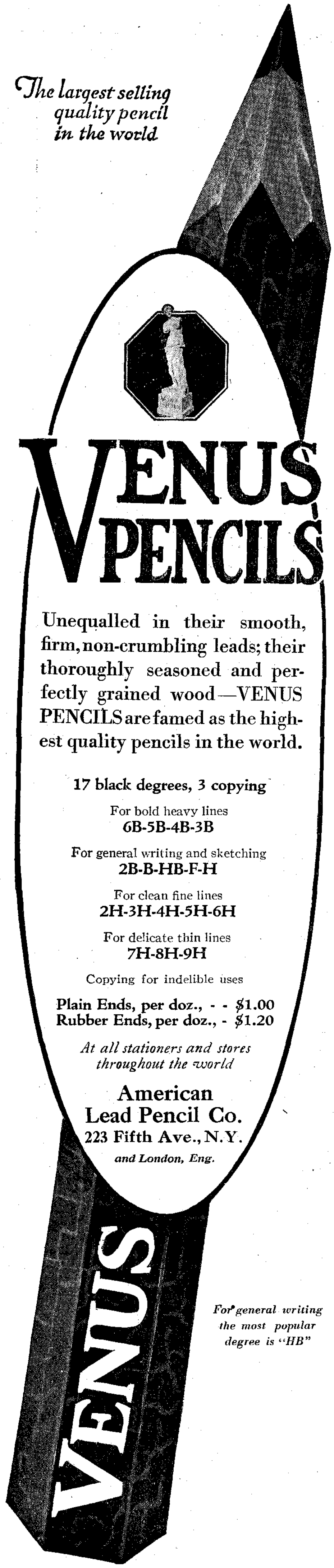
It attracts especially those who are inclined to look for beauty, combined with comfort and economy

This is evidenced by the astonishing number of women who own and drive Dodge Brothers 4-Door Sedan

The gasoline consumption is unusually low
The tire mileage is unusually high

DODGE BROTHERS, DETROIT

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SPICE ◆ OF ◆ LIFE

Easy.—A woman doesn't have to be musical to get a lot of airs out of a bandbox.—*Philadelphia Bulletin.*

A Flower That Failed.—MAE—" Did he propose in flowery language? "

FAE—" He started to, but I nipt it in the bud."—*Philadelphia Bulletin.*

Cause Discovered.—The latest explanation of these California earthquakes is that they are merely the rumblings of underground politics.—*Pittsburgh Sun.*

Clever.—" Smart couple."

" What makes you think so? "

" Why, they feed the baby garlic so that they can find it in the dark."—*National Warriors Magazine.*

Positively.—" Have you heard my last joke? " asked the Pest, as he stopt the Grouch on the street.

" I hope so," replied the Grouch, as he kept on traveling.—*Milwaukee Sentinel.*

The Very Early Bird.—" Now, then, my hearties," said the gallant captain, " you have a tough battle before you. Fight like heroes till your powder is gone; then run. I'm a little lame, and I'll start now."—*The Stars and Stripes.*

Autosuggestion.—" What does autosuggestion mean? " asked Pringle.

" That's when your wife begins to figure out how much you would save in car-fare, and all that, if you had your own machine," replied Teggard, who had been worked just that way.—*Milwaukee Catholic Citizen.*

Similar Lines.—In spite of the advanced prices the barber was blue, and the razor he was wielding seemed to share his discouragement. " I've just about decided to open a butcher-shop," he said, reaching for the powdered astringent.

" And will you close this one? " his victim gasped feebly.—*Detroit Free Press.*

Making Sure.—" Charley, dear," said young Mrs. Torkins, " I am glad to see you taking as much interest in politics as you formerly took in racing."

" It is the duty of every man and woman to take an interest in politics."

" Do you wish me to vote for the same candidate that you do? "

" Why shouldn't you? "

" I thought it might be a good idea for me to vote for the other one. It would be a satisfaction to feel that one or the other of us has at last succeeded in picking a winner."—*Washington Star.*

The Bull's-eye Shave.—The barber of a homeward-bound transport was trying to impress his soldier-assistant that it was no cinch to shave a man whenever the five-inch gun, mounted directly overhead, went into action. But the dough-boy refused to be imprest.

" Buddy," he said, calmly scraping the face of a squirming victim, " shavin' a guy where them things start from ain't nothin', but it takes nerve when you gotta shave 'em where they finish."—*The American Legion Weekly.*

What Percentage Is It?—WANTED-Saleswomen to sell molasses of unque tionable ability and character.—*Ad in T New York Times.*

No Changing Them.—Eighty members the Hapsburg family have gone to wor some of them as maids. Autocrats to t last.—*Brooklyn Eagle.*

Reckless Spenders.—And another troub with the country is that too many are tryi to satisfy a bricklayer's appetite on a scho teacher's salary.—*Columbus Dispatch.*

Immune.—"The Hon. Buckram J. Bog is a candidate for Congress, is he not? "

" No. He exposed himself to the nom nation, but it didn't take."—*Kansas Ci Star.*

Effect of Suffrage on Mr. Bryan.-W. J. Bryan was informed of the ratific tion of the Woman Suffrage Amendme by the Tennessee legislature.

Mr. Bryan clapped his hands and crie " Hurrah eTrfoensssnaoin." " Hurrah f Tennessee."—*Texarkana Four States Pres*

A Teacher's Reward.—" We have ju learned of a teacher who started po twenty years ago and has retired with th comfortable fortune of fifty thousan dollars. This was acquired through i dustry, economy, conscientious effort, i domitable perseverance, and the death an uncle who left her an estate valued $49,999.50."—*Seneca Vocational School.*

What Civics Is.—Mrs. Profiteer wa very proud of the stunts they were doin at the smart private school to which sh had sent her daughter.

" My dear," she said to her frien " she's learning civics if you please."

" What's civics? " asked the friend.

" Civics? My dear, don't you know Why, it's the science of interfering i public affairs."—*London Post.*

Frontier Etiquette.—Fresh from Bosto the lawyer in the frontier town had ju finished a glowing summing up for th defense. There ensued a long pause, an the Easterner turned in some embarrass ment to the judge.

" Your Honor," he asked, " will yo charge the jury? "

" Oh, no, I guess not," answered th judge benignantly. " They ain't got muc anyway, so I let them keep all they ca make on the side."—*The American Legio Weekly.*

Politically Speaking.—" What do yo think of the political situation at home? the correspondent asked.

" As little as possible," said Mr. Gloom " You can say a lot about the League o Nations, but the average man appears t think he don't need any fire-insurance Still, I note with pleasure that a spirit o true sportsmanship is coming into th campaign that wasn't apparent in the earl summer. Cox and Harding are both tryin to throw each other the intelligent vote figurin' that it's so small anyway it won make much difference."—*New York Times*